

FIG. 1A

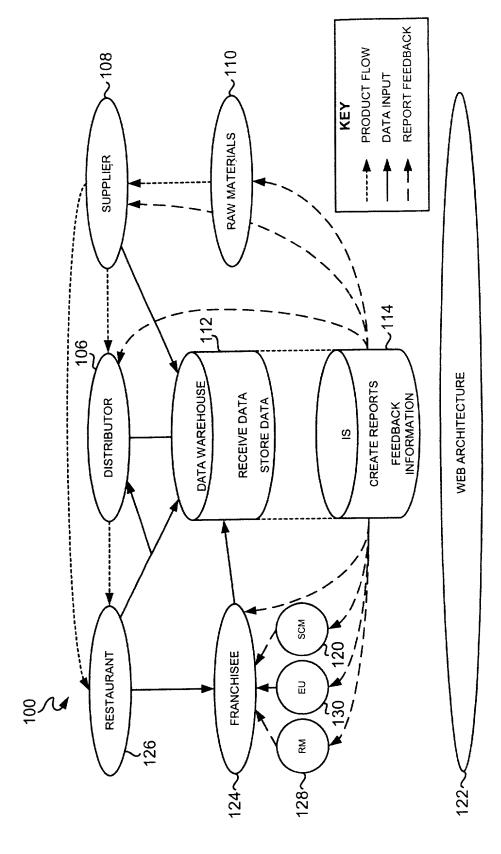


FIG. 1B

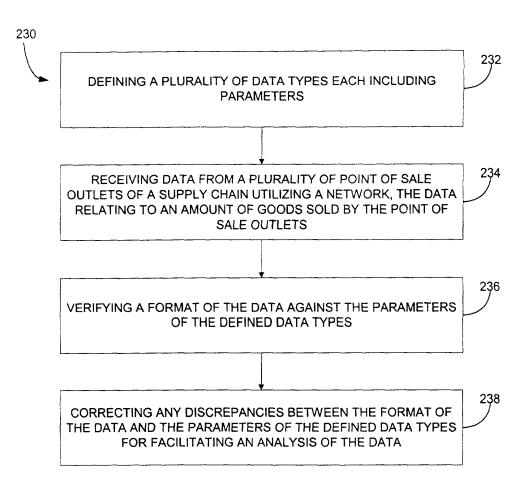


FIG. 2

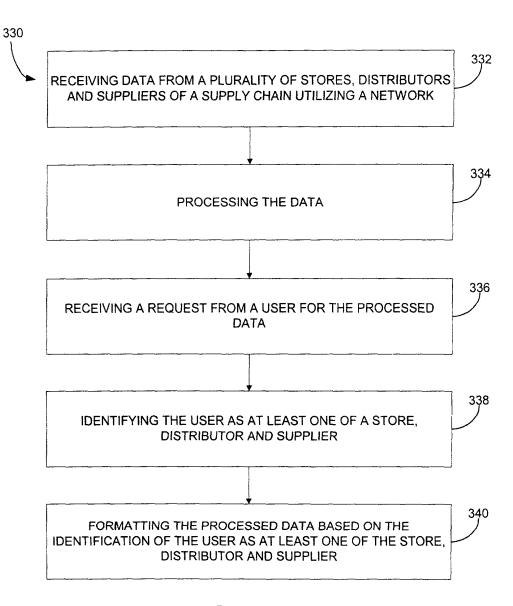


FIG. 3

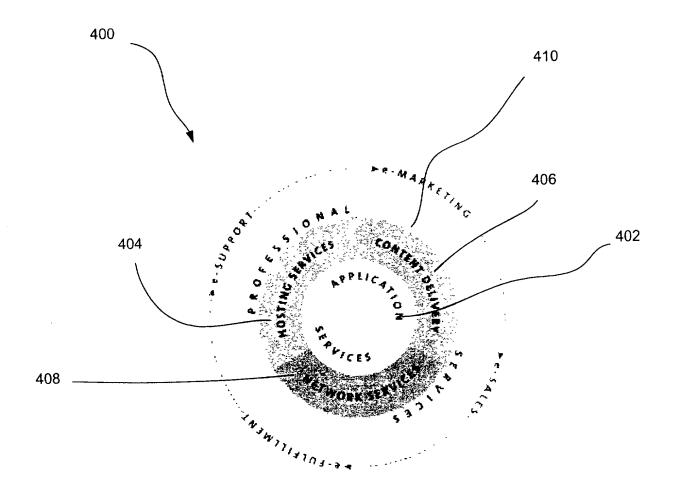


Fig. 4

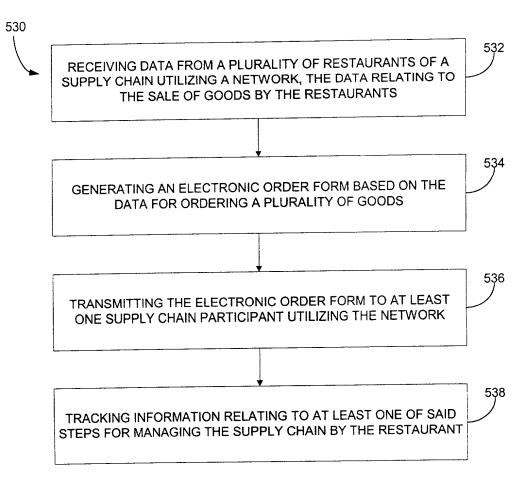


FIG. 5

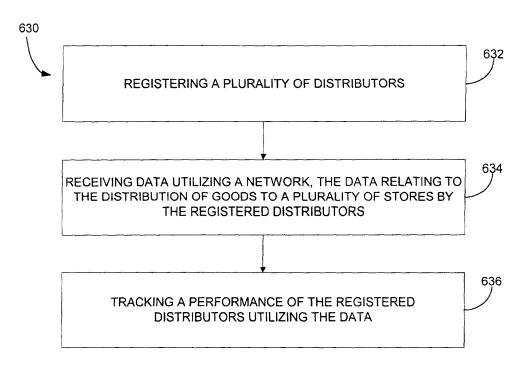


FIG. 6

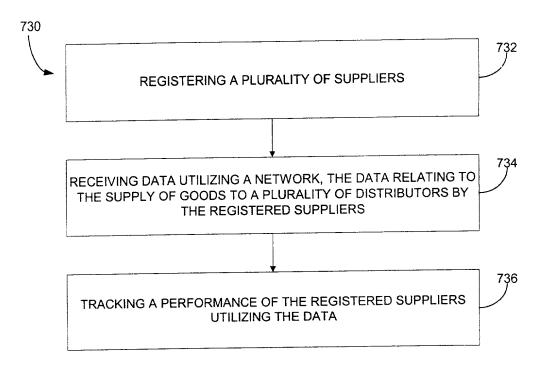


FIG. 7

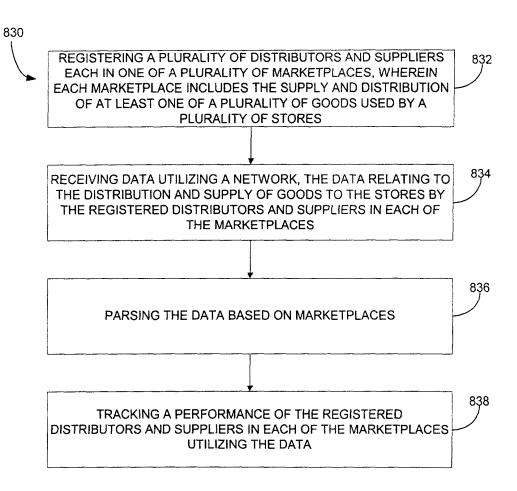


FIG. 8

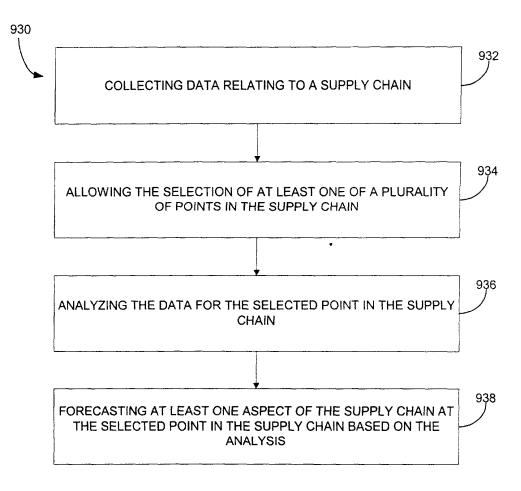


FIG. 9

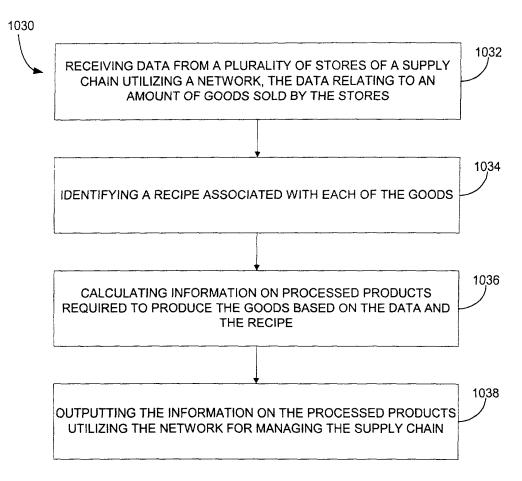


FIG. 10

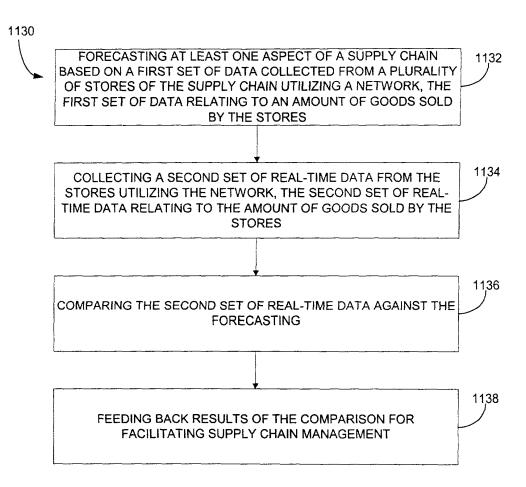
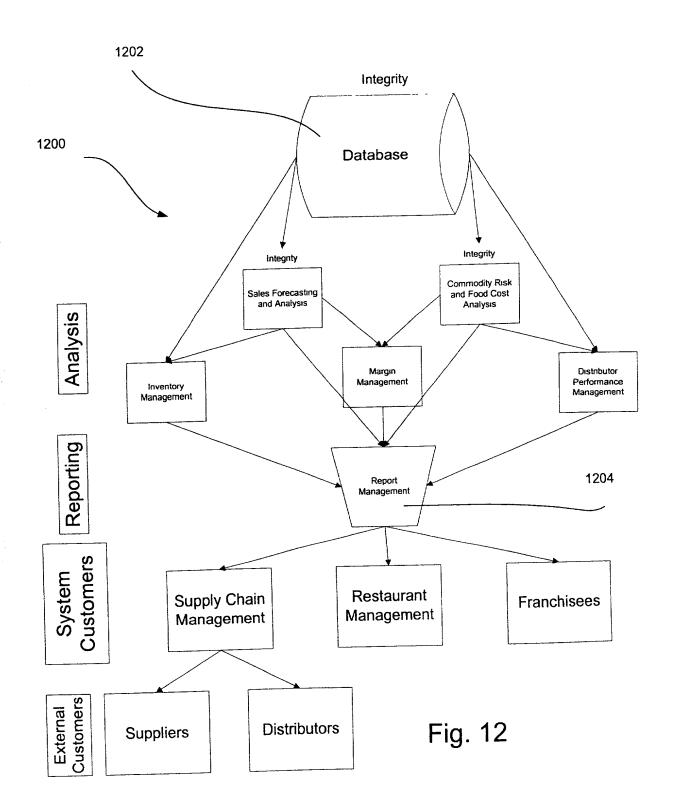


FIG. 11



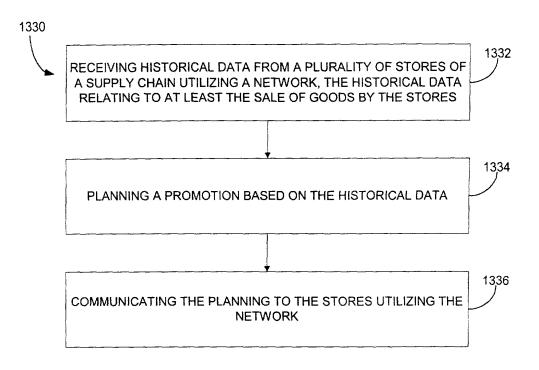


FIG. 13

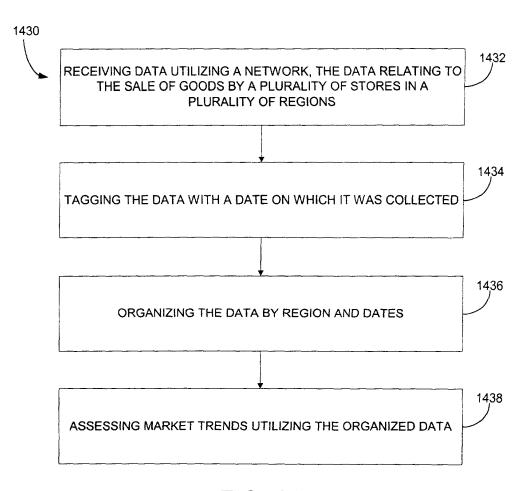


FIG. 14

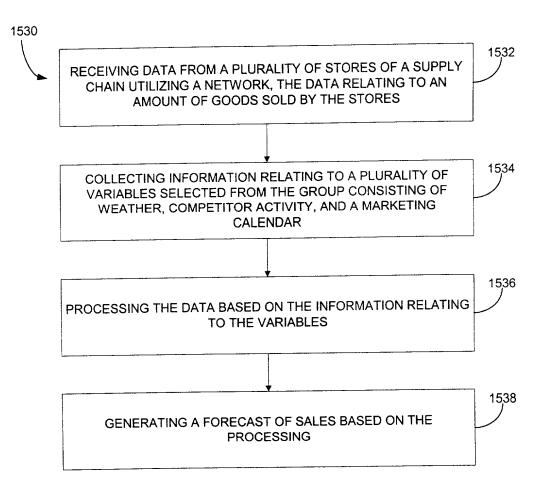


FIG. 15

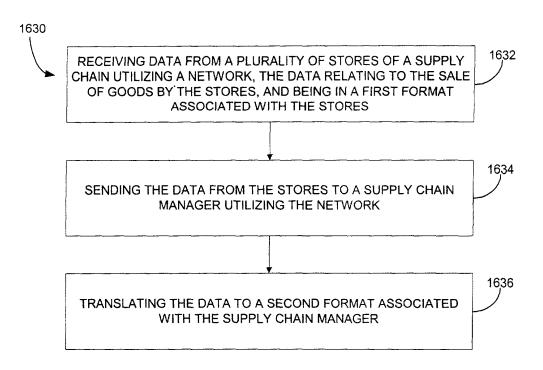


FIG. 16

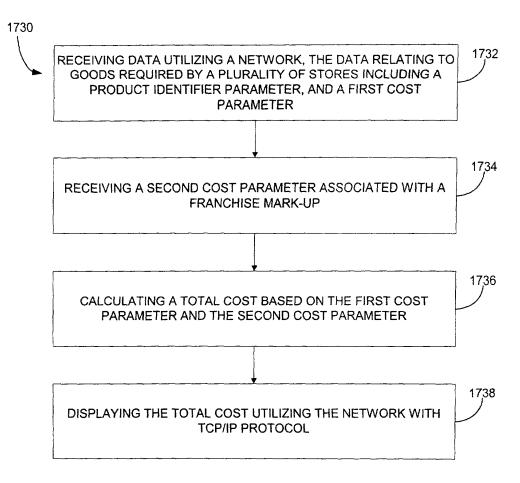


FIG. 17

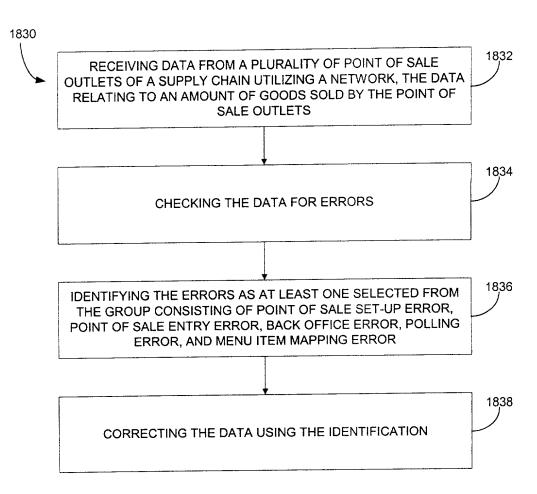


FIG. 18

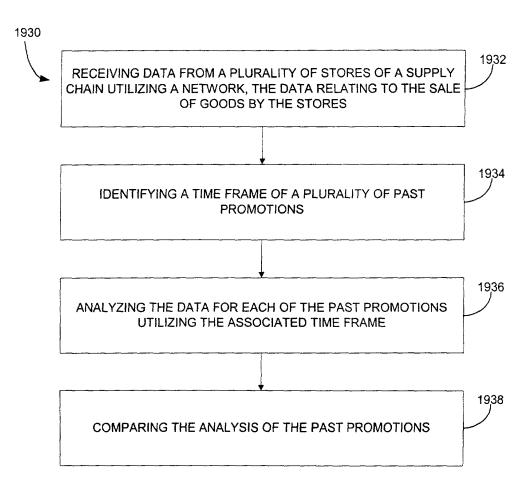


FIG. 19

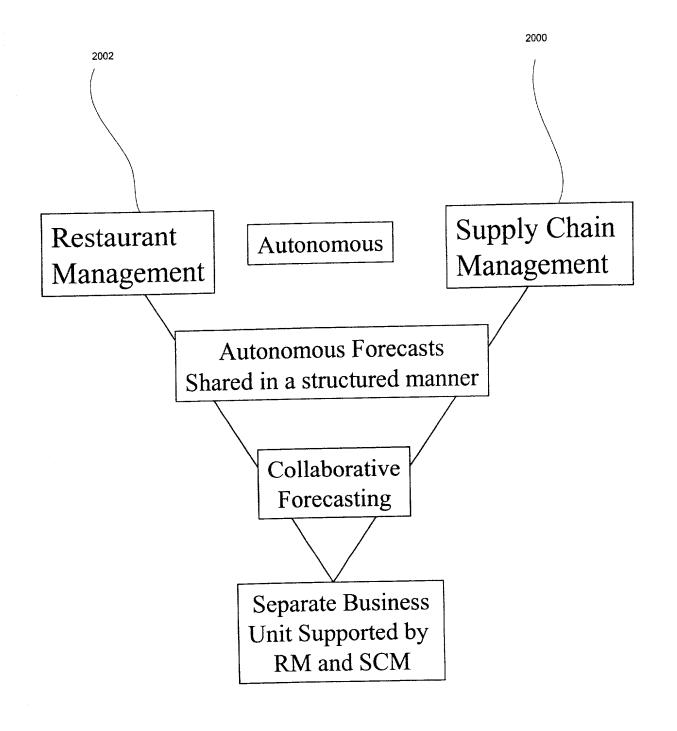
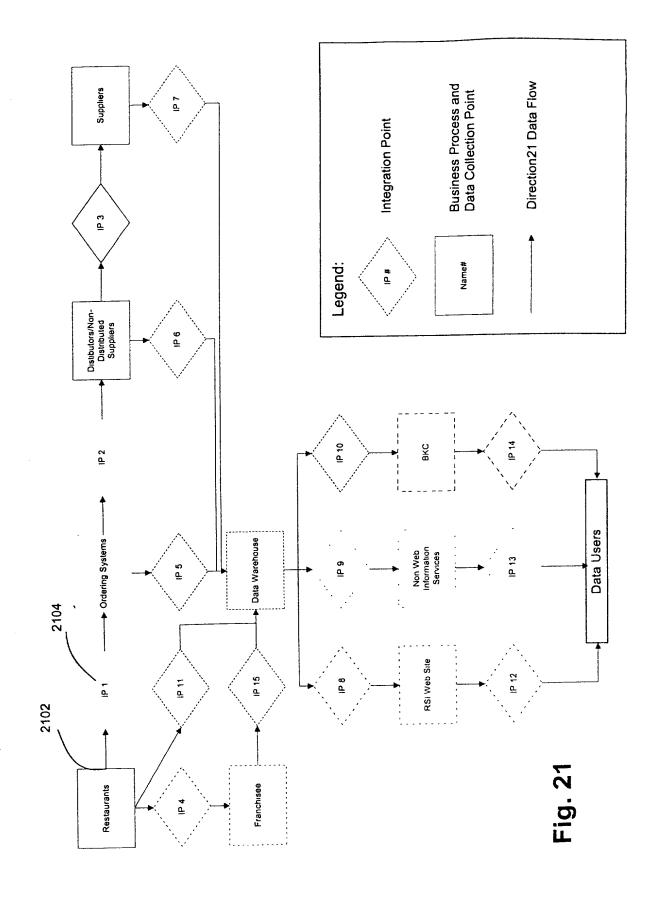
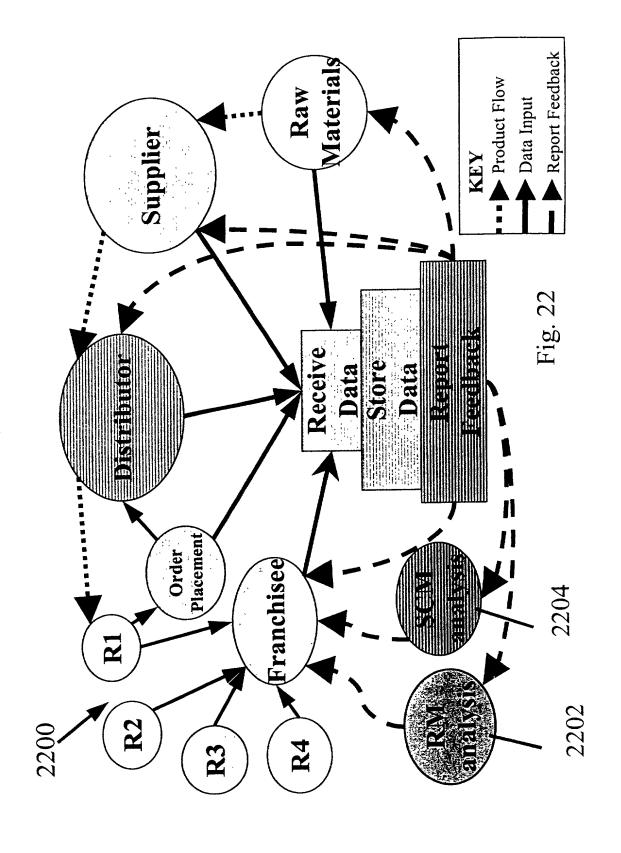


Fig. 20





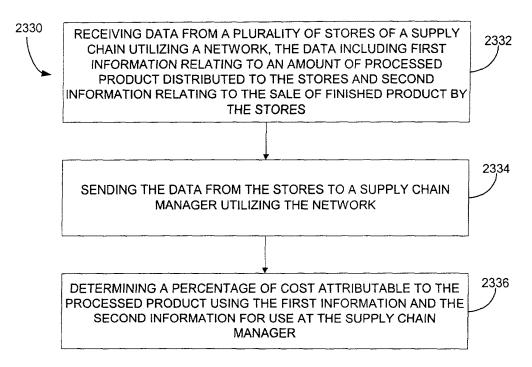
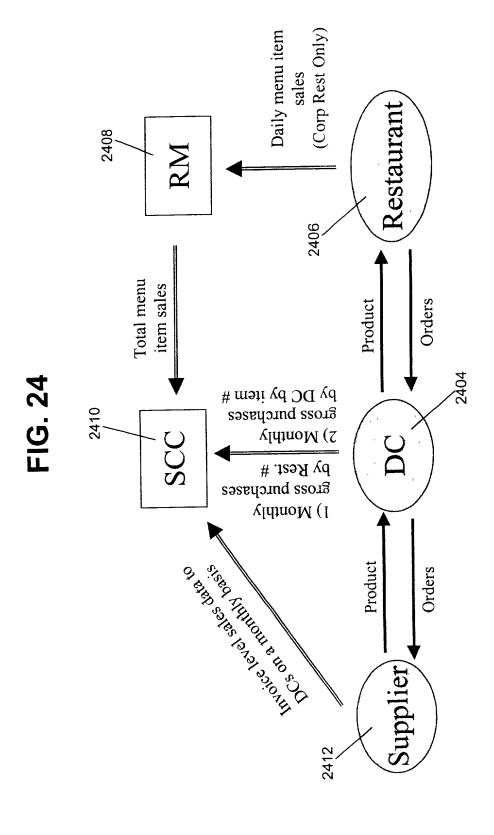
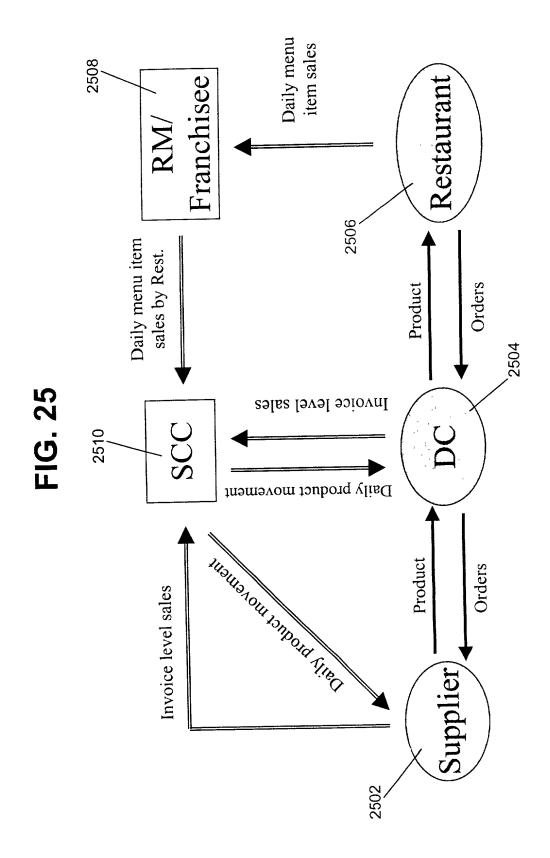


FIG. 23





2600					正	FIG. 26	26									
<b>≠</b>	2602				Sal	es Fo	recas	t Wo	Sales Forecast Worksheet - System	et - Sy	stem			.,	2604	
				꾫								Φ				
Week	ō	02	9-M	W-5	₩ <u>4</u>	W-3	W-2	¥¥	×+1	W+2	W+3	W+4	W+5	9	3	3
GRP's Ntn'l Marketing Theme Advertising Score Local Considerations Competition Index																
Weather Index																٦
Sales History/Forecast Total (\$/store)	/store)							1								٦
Key Products by Menu Item (units/day,	s/day/sto	/store)														
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE YWVM WHOPPERS	208 805	172 723	143 701	140 692	135 623	155 760	196 921	172 829	163 900	943	179 829	912	928	204 948	707	813
Key Products by Inventory Item (cases/day/store)	cases/da	ay/store														
	,		7.3	7.0	9	α	σ	σ: «	о С	101	9	10.4	11.0	10.8	7.9	9
Beer-vvnopper 4.0 0z Cheese American Sliced	- 0		0.2	0.2	0.2	0.5	0.3	0.5	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mavo-bulk	2.8	2.4	2.0	2.0	6.	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8		<del>1</del> .3	<u>t.</u>	1.2	1.4	1.7	9.	1.7	<del>1</del> .	1.7	2.0	<del>ლ</del> .	<del>.</del> 0.	4. 6	9.6
Wrap Whopper	4.0	0.3	0.3	0.3	0.5	0.3	4. α	0.3	ο <del>τ</del> ω α	4.0 4.0	0.3	4.0 4.0	4.0	4.0		 
Ketchup- Bulk Run-Whonner 5" (dozen)	120.8		87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettice - shredded	3.4		2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5		3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5		3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc																

### FIG. 27

	1	Promotic	onal Mo	nitor - S	vstem	Promotional Monitor - System & Regional	nal						
			History	Z,					Week #1	#1			
		<b>V</b> 4	W-3	W-2	W-1	<b>₽</b> +1	D+2	D+3	D+4	D+5	9+Q	D+7	Total
Total Coloc/6/640:		\$23,000	523,500	\$23,000 \$23,500 \$23,250 \$23,450	523,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200	\$26,250
lotal Sales(\$/Store)	a	2001								125	-		
Menu Item Sales	Menu Item Sales for Key Products(units/restau	irant/week)						Same			*	-	2
Category	Segment												
Mhonner	WHOPPERS	215	211	228	269	32	ষ্ক	37	37	9	99	46	286
	WHOPPERS WICHERSE	146	142	148	162	18	20	21	73	23	35	56	165
	WWW.WHOPPERS	669	629	714	813	8	103	111	111	120	180	137	857
Whopper Total		1,060	1,032	1,090	1,244	144	157	170	170	183	275	209	1,309
· ·													
					1								I
Variance from Exp	Variance from Expected (Highlighed Areas are Outside of Expected Range)	utside of Ex	pected F	(ande)									
Whomer	WHOPPERS	11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%	6.5%
	WHOPPERS W/CHEESE	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	%0'6	9.9%
	YWYW WHOPPERS	12.2%	-10.7%	-10.7% -22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%	7.7%
Whopper Total		10.6%	%9:6-	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%	%6:9
•		•											

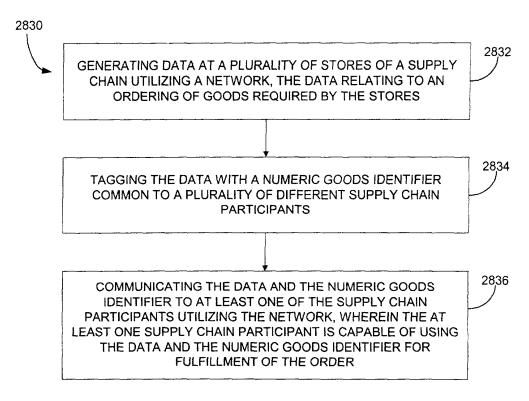


FIG. 28

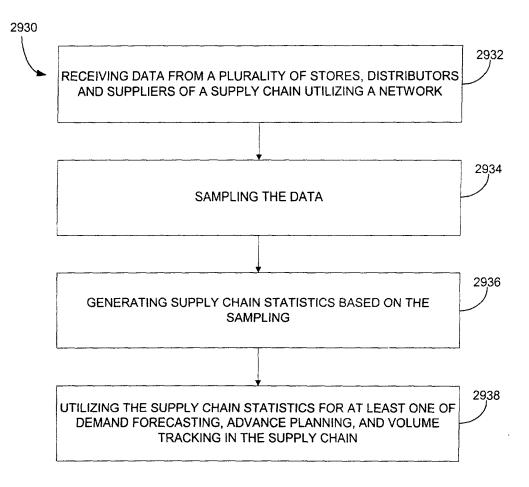


FIG. 29

3000 Jun-00 Distribution Center: Alliant Topeka Time Period (Month/Yr):

## **Delivery Order Fill Rate**

3002

568 0.86%

%00.0

Total Purchasing 1060

Out of Code

Substitutions

Out of Stocks

Purchasing:

3004

990

Cases: Percent:

0.00%

Total Operations

Overlooked and Not Returned

Percent	0.86%	1.61%	2.48%
Cases	899	1060	1628
Distribution Center Total:	Operations:	Purchasing:	Grand Total:

Delivery Order Fill Rate: 97.

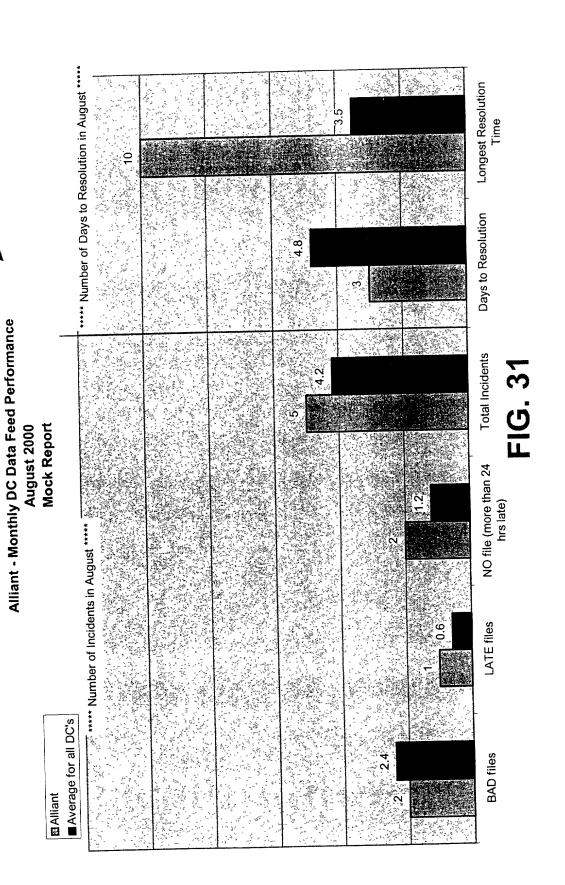
## **On-Time Delivery Rate**

1232		0.00%	
Total # of Deliveries:	# of On-Time Deliveries:	On-Time Delivery Rate:	

### Perfect Order Rate

Total # of Deliveries.  Total # of Perfect Orders:  Perfect Order Rate:
---

FIG. 30





## Service Level Reporting

79.83% 79.25% 78.70% Perfect Order SHOWER SHOWING #DI//0i #DIV/0! #DIV/0 #DIV/0I #DIV/O on∜Time August #DIV/0 #DIV/0i 98.81% 99.20% 99.05% 99.31% 99.16% 99.42% 99 03% 99.41% 99.05% 99.34% 99.41% 99.14% 🎺 Fill Rate 💨 #DIV/0i Shamrock Phoenix স্থান Maines Long Island
Maines New England MBM Lewisville 🕾 🐇 💮 McLane Lubbock Shamrock Commerce City King-Atlanta MBM Orlando Alliant-Topeka King-Louisville Maines 29, Conklin Maines 30, Cleveland Reinhart-Cedar Rapids MBM Fullerton Reinhart-Oak Creek Sysco of the contraction of the second Allant Wixom MBM Rocky Mount McCabe's Reinhart-Rogers Nicholas & Co. Alliant-Paducah : Sygma Stockton Restaurants NW PFD Supply PYA/Monarch -PFG Victoria

Perfect Order	78.00%	%00 <sup>.</sup> 00
On - Time	%00'06	%00'06
Fill Rate	88.50%	%09:86
	BKC Min	RSI Min

OK	Didn't meet RSI Min	Didn't meet BK Min

FIG. 32

3200

#### FIG. 33

3300

Vendor:

XYZ Company

Time Period:

Aug-00

3300

Delivery Statistics:

95% %26 4

Inventory Management:

Average Days On Hand SKU#2 SKU#1

SKU#1 SKU #2

0.93

On-Time Delivery Percentage

Days Delivery Late

Hours Delivery Late

DC Adherence to Lead-Time DC Requested Lead-Time

Max Days On Hand

Monthly Carrying Cost

40

Invoice, Payment and Pricing:

Monthly Freight Variance Monthly Total Variance Monthly FOB Variance Days for Payment

3,594 30,152 33,746 ↔ क क

Average as % FOB

SKU #2

42,513 12,589 .25%

Invoice Accuracy:

Perfect Order Percentage PO Accepted Rate Invoice Fill Rate

99.00% 92.34% 97.25%

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance

Longest Resolution Time Days to Resolution Total Incidents August 2000 **Mock Report** NO file (more than 24 hrs late) ■ Average for All DC's ■H & H Foods LATE files BAD files

### FIG. 35

# Service Level Reporting November - Mock Report

3500

	🗽 Overcharge 👙 🕒 Pe	Percentage % Invoice FOB
6000IES	を持ています。 1、1の日本の大学では、1、1、1、1、1、1、1、1、1、1、1、1、1、1、1、1、1、1、1	
COMARK INSTRUMENTS, INC.		
WHITEFORD FOODS: INC	A CAMPAGE AND A	The second secon
LEPAGE BAKERY! COUNTRY KITCHE	Section 1997	
NCR-SYSTEMEDIA	magnical states and the state of the state o	
SIGNATURE MEATS GROUP *** ********************************	A STATE OF THE STA	
SCHWEBEL'S BAKING CO :	The state of the s	the property of the second section of the control of the control of the second section of the second section of
MAUI CUP. Some Season S		The bounds of the form and the proof the forest medical materials. Desired and trap is the model to be a format
MIRA PLASTICS TO THE WAR WINDOW	The second secon	Said the state of
DIXIE PRODUCE & PACKAGING		
NOR-LAKE, INC.		tender alle in 1996 in 1997 Geld State Order and Archaeol Statement and Colonia of Statement and
FORT JAMES OPERATING COMPANY	And the second s	
FRESH ADVANTAGE, KC	And the second s	
SILVER KING - MN - CORP		
TYSON FOODS	Market Commence of the Commenc	
READY ACCESS. W.		(IV) Charles (2) Compare (separate Helbert Tellar Helbert (1997) and compare at the second
GEORGIA PACIFIC TISSUE : 10 10 10 10 10 10 10 10 10 10 10 10 10		
CLOUGHERTY PACKING		The Confession of the Confessi
BEVERAGE - AIR - Y	And the second s	The second second and additional about the continues of the second secon
COMPONENT HARDWARE GROUP, INC.		
COCA - COLA USA	A CONTRACTOR OF THE PARTY OF TH	
TOASTMASTER ( ) STATES TO STATE TO STAT		#83.5%
GRANT COUNTY FOODS		#1963% + 1 # 1 # 1 # 1 # 2.20% - 1 # 1 # 1 # 1 # 1 # 1 # 1 # 1 # 1 # 1
FRESH EXPRESS		
TAYLOR FARMS		
MODULAR DISPENSING SYSTEM		
CENTURY PRODUCTS, LLC / SANGER	The second secon	
ROSE PACKING COMPANY CONTROL	And the Control of th	

3.00%	92.00%	\$5,000.00	રSI Min
% Invoice FOB	Percentage	Overcharge	
Monthly Carrying	Perfect Order	Monthly Total	

_			
		Didn't meet RSI Min	
Ļ	اے	do t	š
1	5 章	Č	ì
200000	A		
	1		
Medical Color			
1000			
155.355			
12000			
STREET, STREET	•		
10000	Ť.		

3600

## Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
<i>Food Cost Index</i> Plan Actual	99.75	99.69 99.10	99.20 98.90	98.63	100.33	100.49	101.12	100.44	99.92
Variance Good/(Bad)		0.59	0.30						
Total Dollar Purchases (in Millions) /2	n Millions) /2								
Plan Actual	\$2,237.24	\$183.98 \$182.84	\$182.73 \$182.08	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Variance Good/(Bad)		\$1.14	\$0.65 0.4%						

/1 includes on food cost index items. /2 Based on FY 99 Sales Volumes

FIG. 36

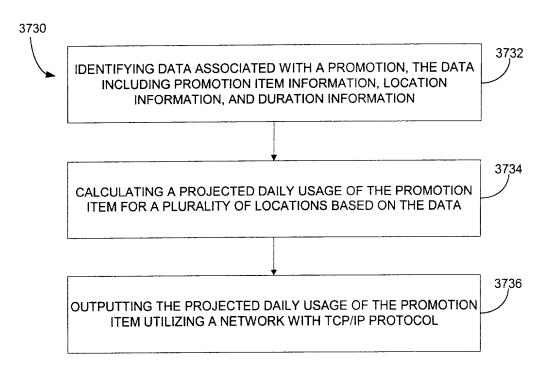


FIG. 37

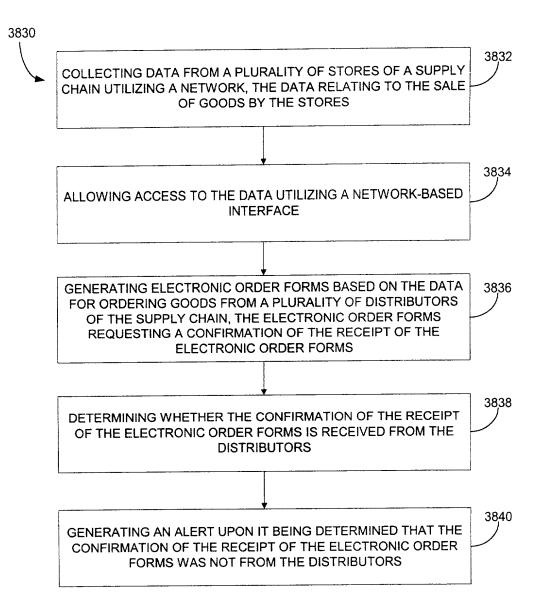


FIG. 38

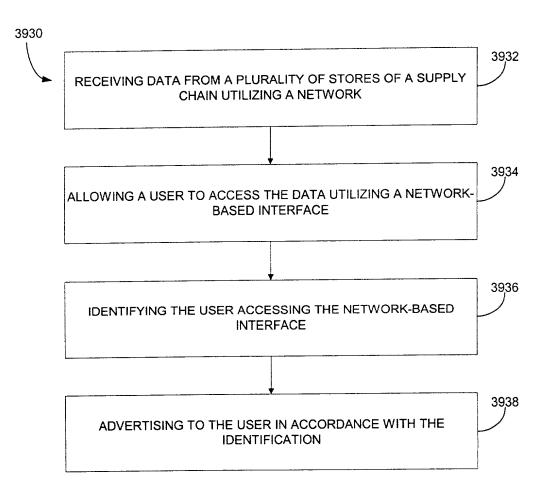


FIG. 39

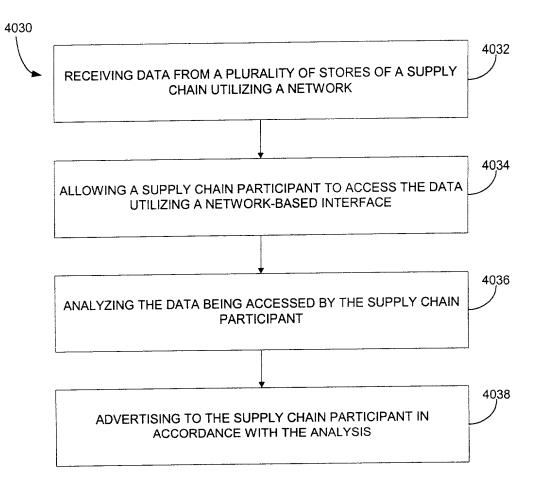


FIG. 40

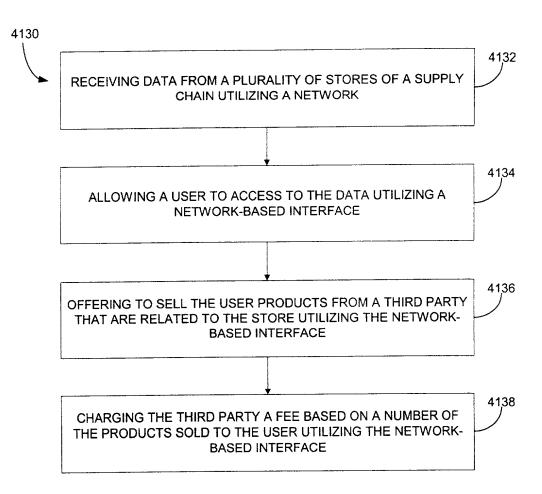


FIG. 41

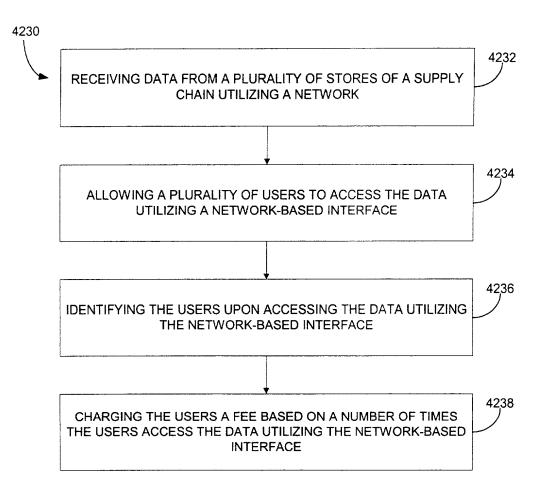
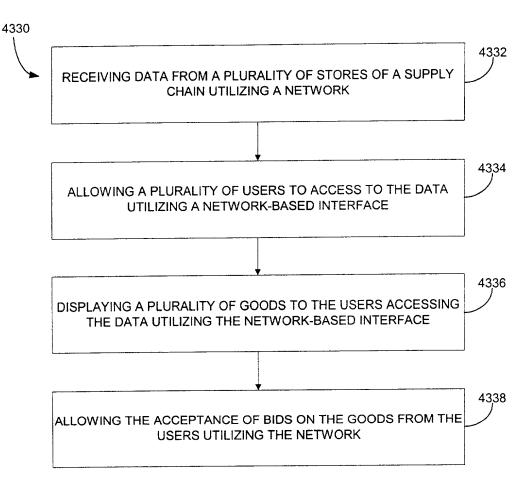


FIG. 42



**FIG. 43A** 

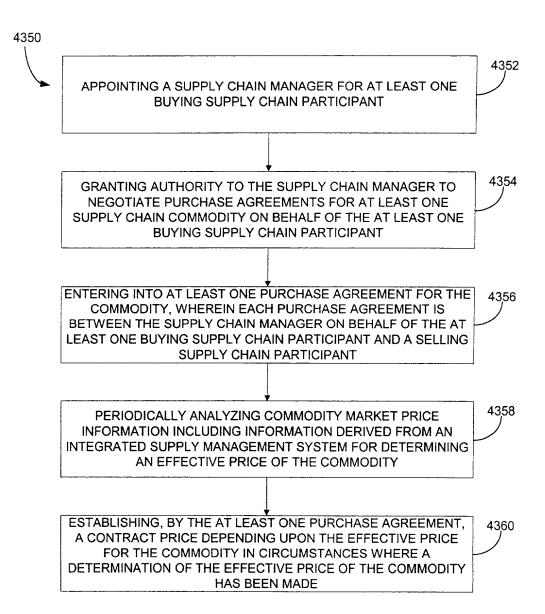


FIG. 43B

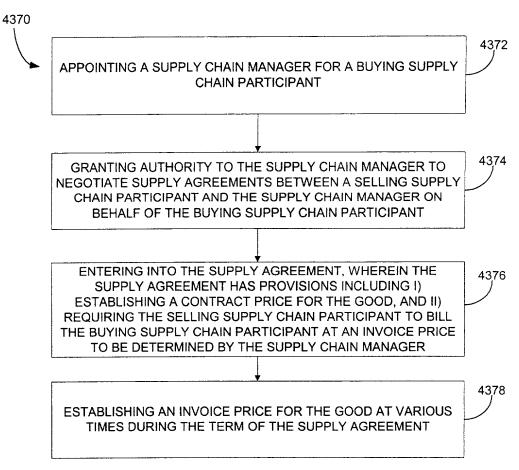
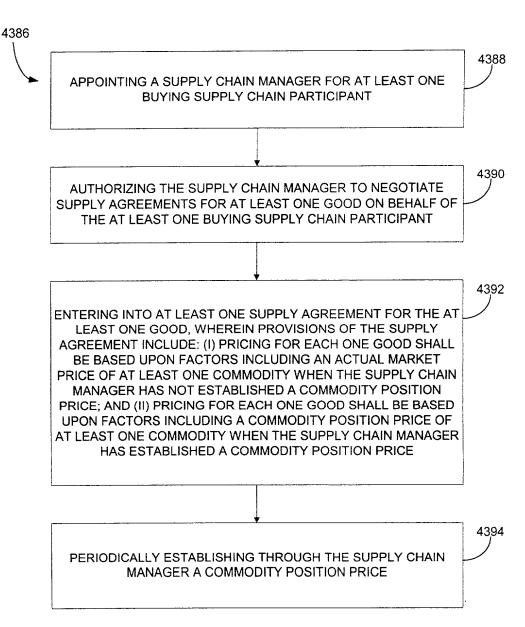


FIG. 43C



**FIG. 43D** 

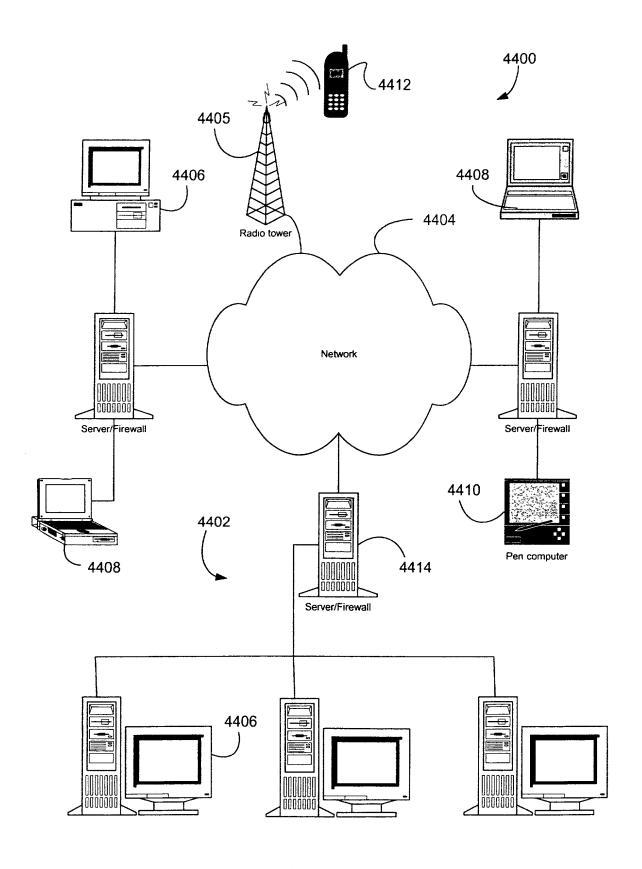


FIG. 44

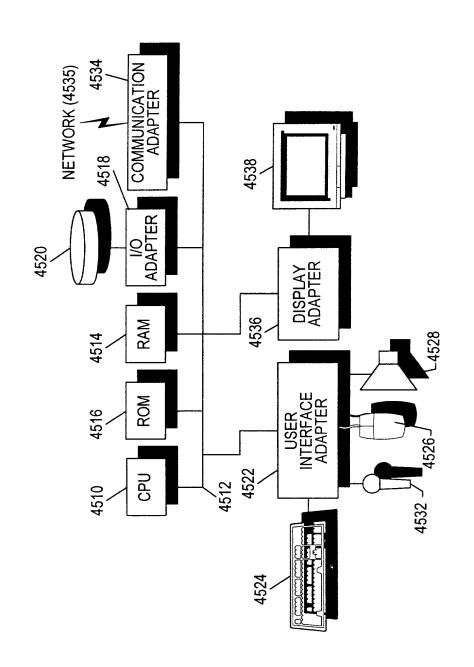


FIG. 45

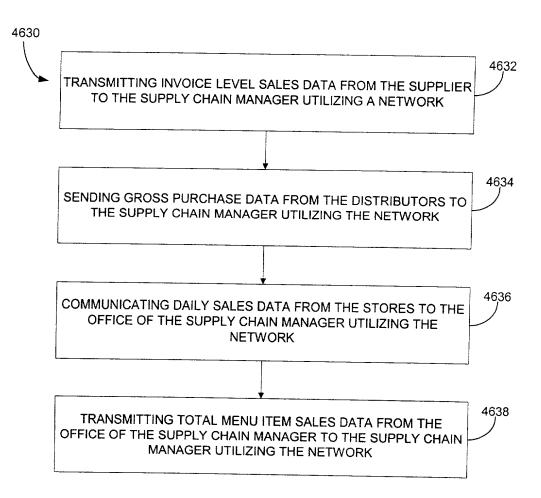


FIG. 46

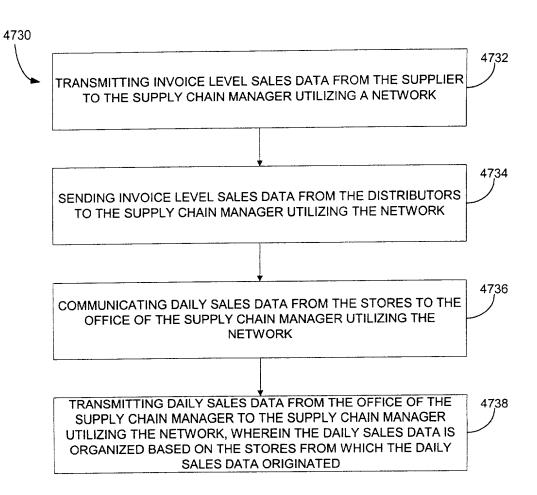


FIG. 47

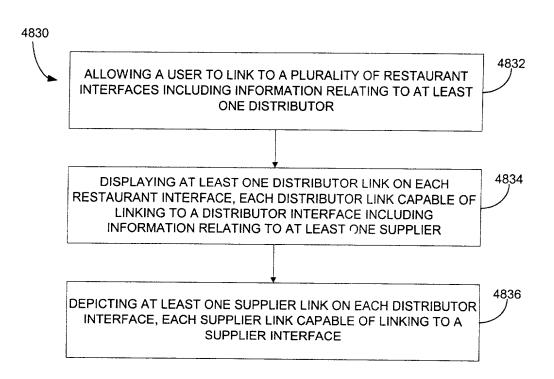


FIG. 48

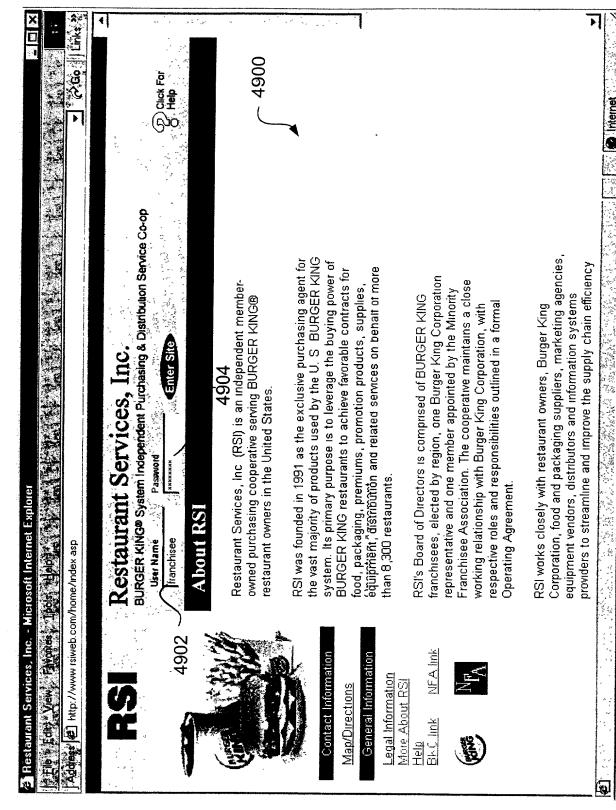


FIG. 49

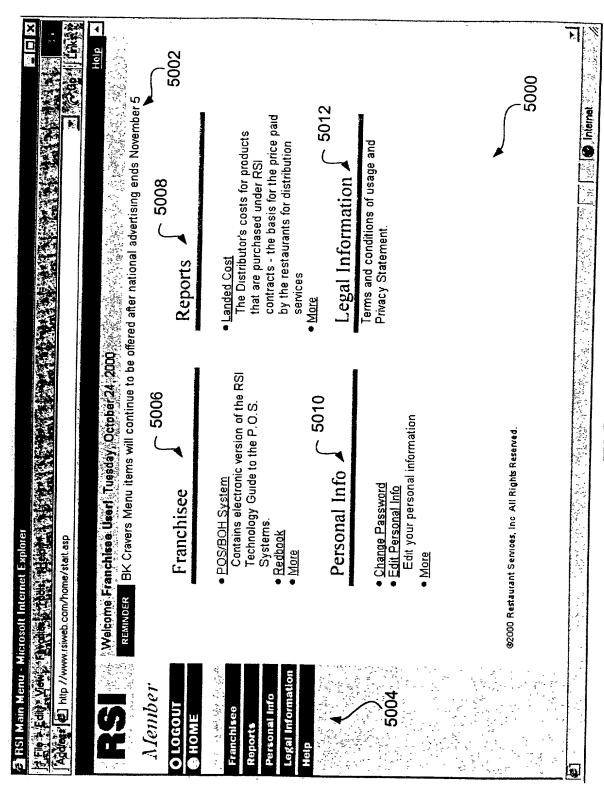


FIG. 50

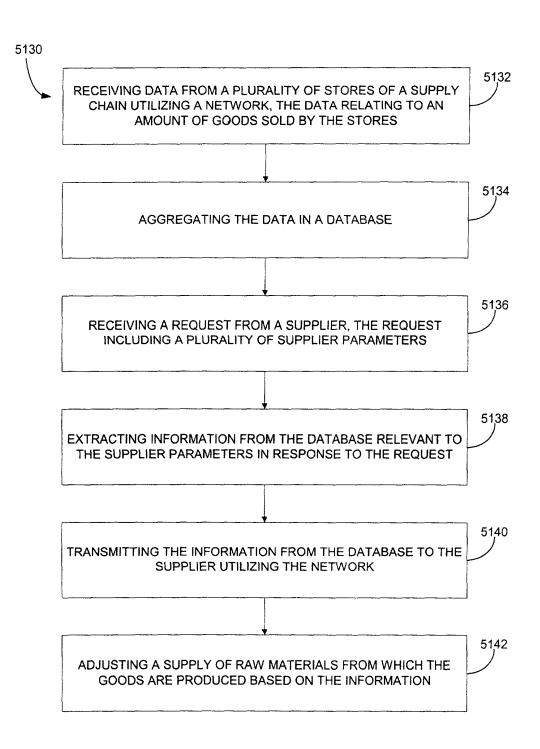


FIG. 51

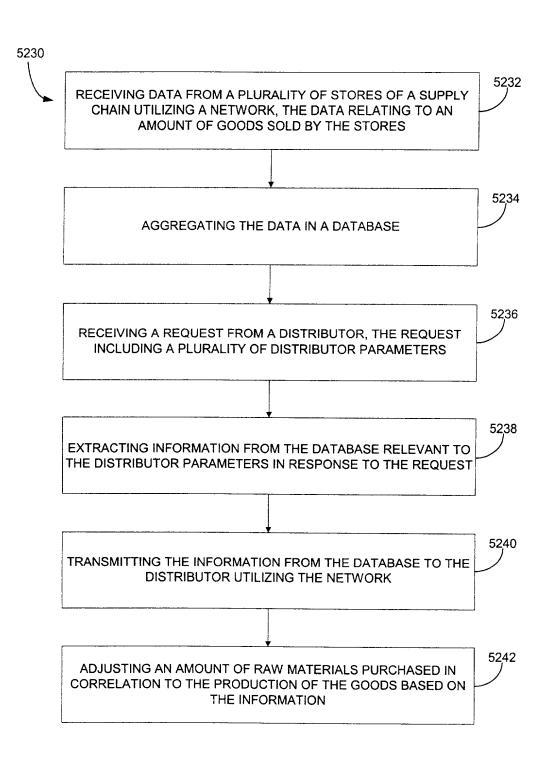


FIG. 52

1

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	0		ier, you		00eek Ending Total	1071	0 200	988 988 988							770	107
	5300		butor Us		10/3 10/	10/15 10/8	00 200	100			<u> </u>				77.1	12 107
		7	this report is privileged and confidential. It is intended only forviewing and use by Distributor User. If you are not Distributor User, you are nation, distribution, or copying of this report is strictly prohibited.				962	100					<u> </u>		200	
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FIG. 53

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Printer Friendly Version  Distributor	REINHART - CEDAR RAPIDS, IA Local Promotion Summary by DC Tuesday. October 24, 2000	RAPIDS, IA mmary by DC r 24, 2000	5400
The information conta Distributor, you are her	The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor. If you are not Distributor, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.	intended only for viewing and uing of this report is strictly prohib	se by Distributor If you are no ited.
Local Promotion Option 32 oz. Motor Cup	Start Projected Start Projected Distance Diy Usage Chicago, IL	Ouration (in Participating Weeks) Rest Count	Non-Participating Restaurants
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Panoake Minis Total		98 35	

FIG. 54

POS Implied Daily Usage - Supplier TYSON FOODS Present internet Explorer  Supplier TYSON FOODS Presentation  Reports  Re	POS Implied Daily Usage - Supplier  Supplier TYSON FOODS  The information contained in this report is privileged and confidential. It is intended only former to be responsible to the report of the responsibility of the r	Cargo - Supplier   Pos Implied Daily Usage - Supplier   Supplier	Taroldon on, or cope on, or co	POS Pyring of this re	POS Impli Tuess this report is	sday, C strictly to 10/18	POS Implied Daily Usage - Supplier Tuesday, October 24, 2000  Tuesday, October 24, 2000  14 Cay Rolling (Total Cases)  14 Cay Rolling (Total Cases)  14 Cay Rolling (Total Cases)  14 Cay Rolling (Total Cases)	107/6 1	- Suppli 2000 2000 2000 2000 2000 2000 2000 20	10/13 10/13 10/13	3 10/12 8 10/12 7 7 126	10/11 10/11		10.73 (10	Politer User, you are 100 100 100 100 100 100 100 100 100 10	1, you are 10/1 g 10/1 g 786 7		X
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E Done	A COLO					—    -		-		-B						<u></u> ,		ात

FIG. 55

<b>3</b> Restaurant Landed Cost Veri	It Internet Explorer
Addies ( http://www.	Additional Anto //www.rsiweb.com/fran/Lipidc asp?report=true
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Member Ologour Ohome	Restaurant Number: 0003473 📜 Date: 10/22/00 🧽 Ré戦争を受け
Franchisee Reports	Printer Friendly Version Restaurant Landed Cost Verification Report
Personal Info Legal Information Help	Report Date: Sunday, October 22, 2000 Restaurant Number. 0003473 Distribution Center REINHART - CEDAR RAPIDS, IA
	ıtial. It is intended only for viewing n, distribution, or copying of this re
	DC Cost Markup Re
	3586 SUGAR SUBSTITUTE PINK PKT 2000 CT \$5.00 SALICE BILL KKRARTEIN 1 SESSION SALICE BILL KKRAR
	4473 COFFEE-FOLGERS REGULAR  MUSTARG BULKAGAL
	20840 4281 WRAP-LOCAL OPTION 24340 50 87.81 \$1.57 \$31.35 24340 50 80 80 80 80 80 80 80 80 80 80 80 80 80
Done,	24500 4270 WATER-ICE MOUNTAIN 5L \$7.99 ₹1

FIG. 56

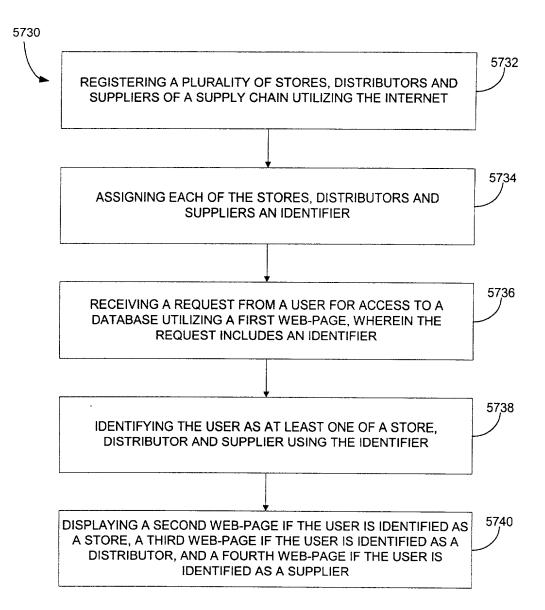
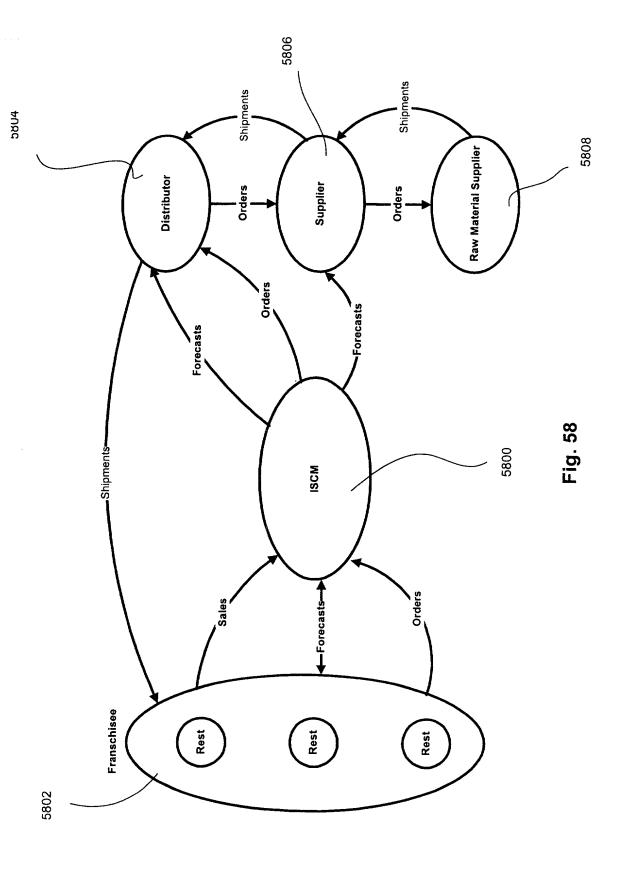


FIG. 57



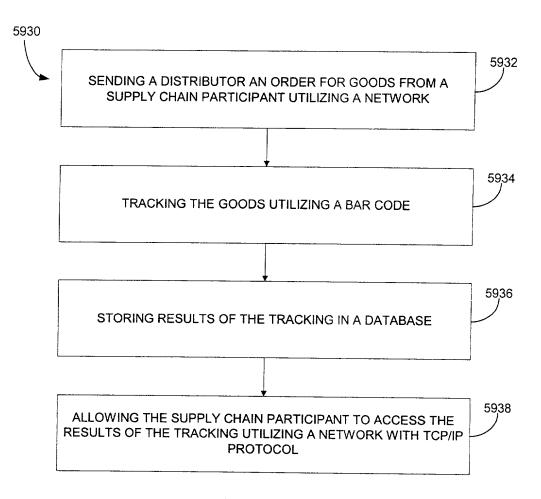


FIG. 59

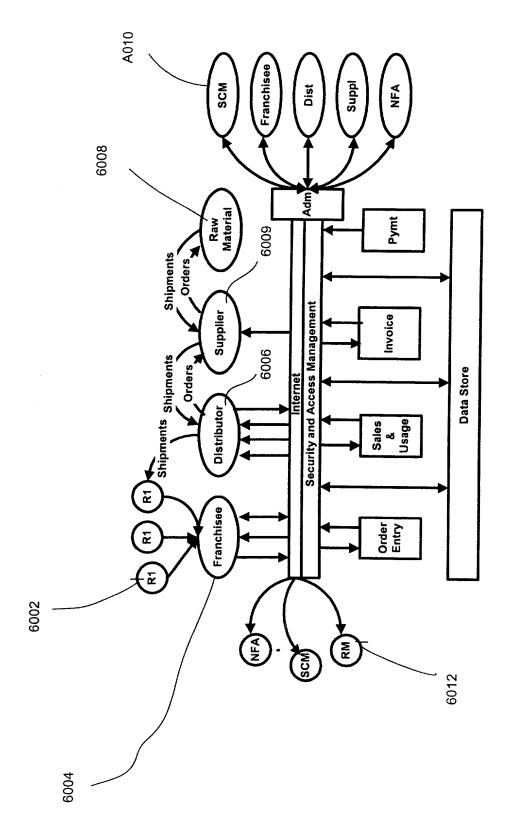
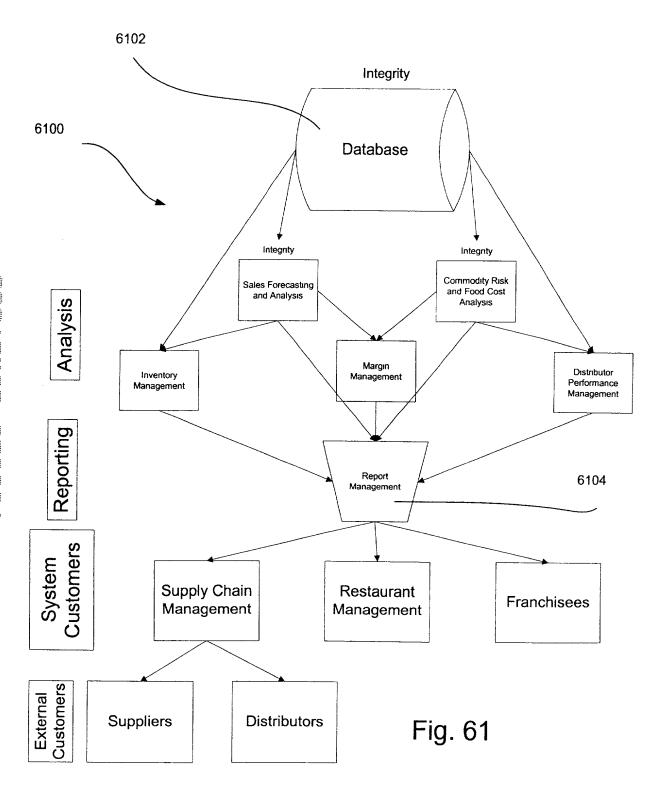


Fig. 60



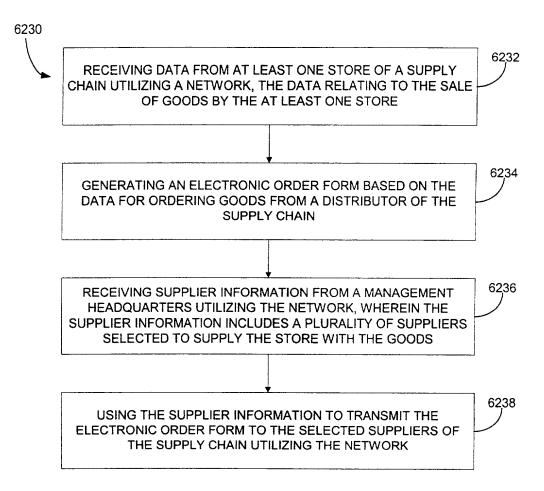
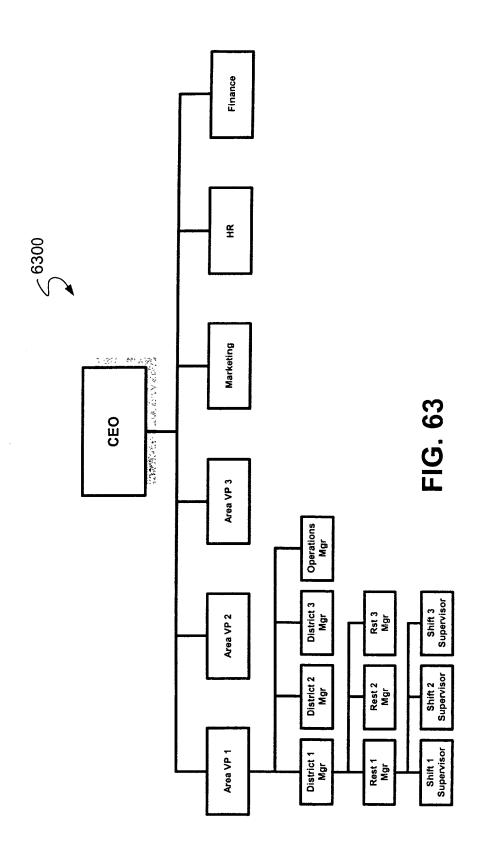


FIG. 62



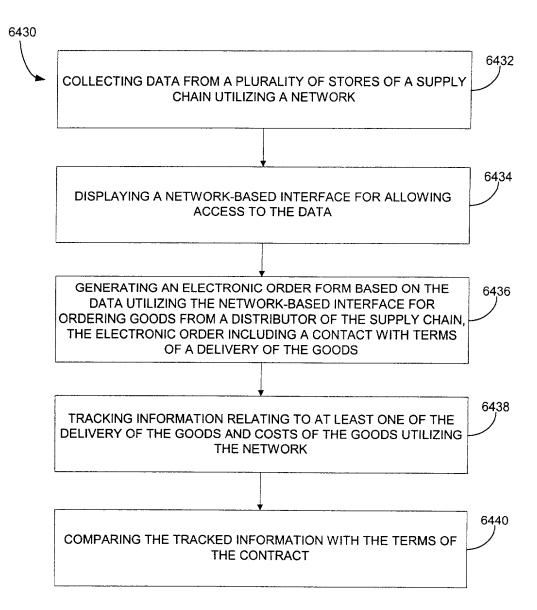


FIG. 64

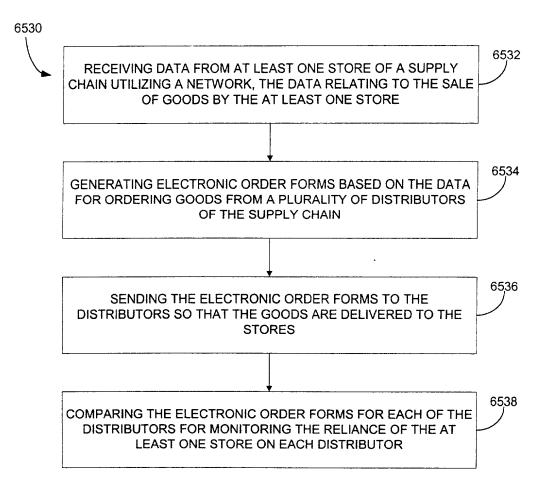


FIG. 65

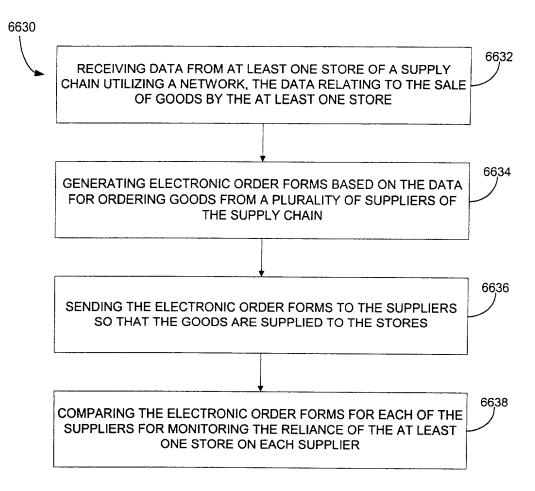


FIG. 66

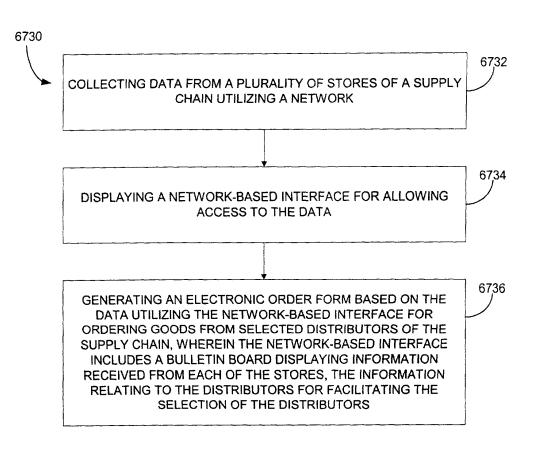


FIG. 67

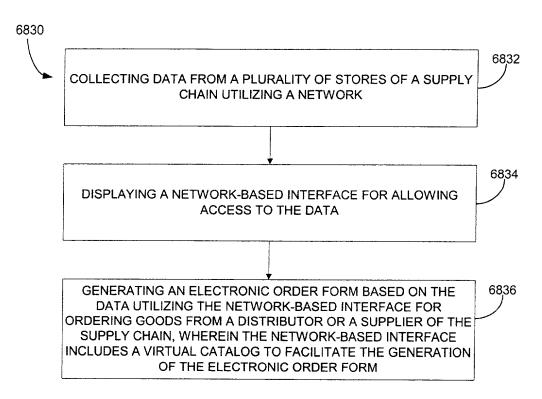


FIG. 68

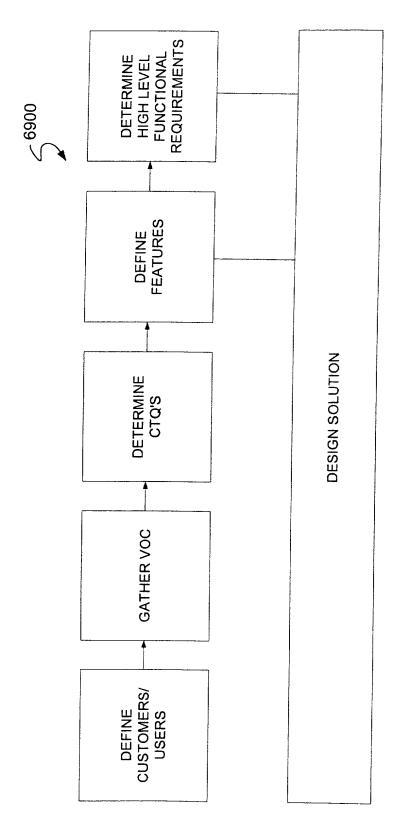


FIG. 69

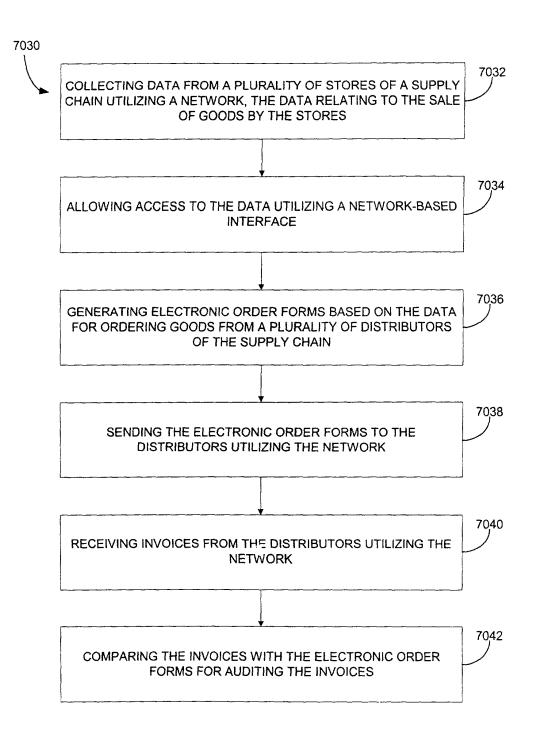


FIG. 70

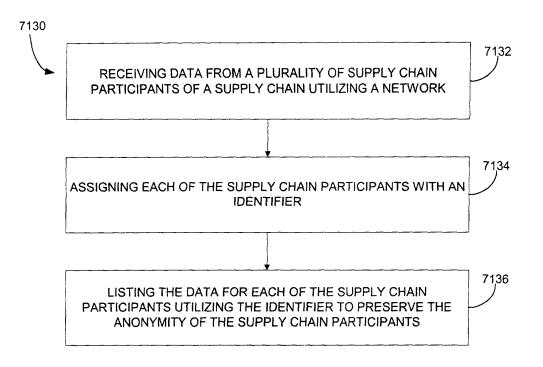


FIG. 71

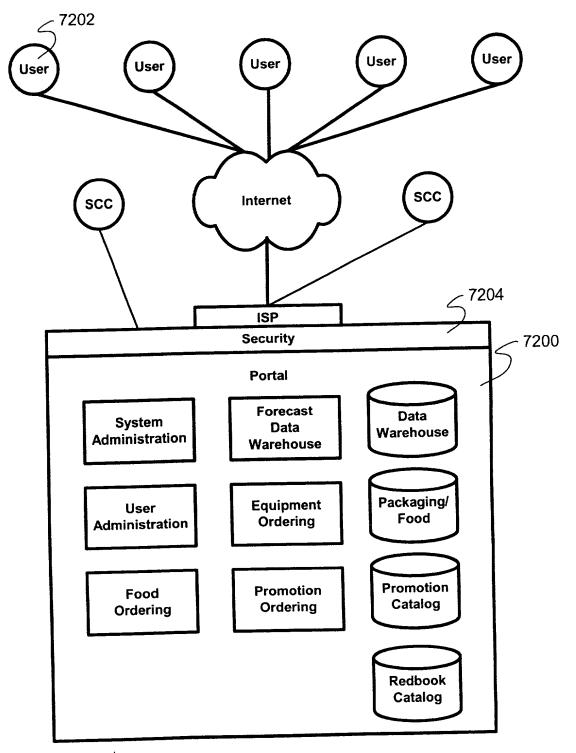


FIG. 72

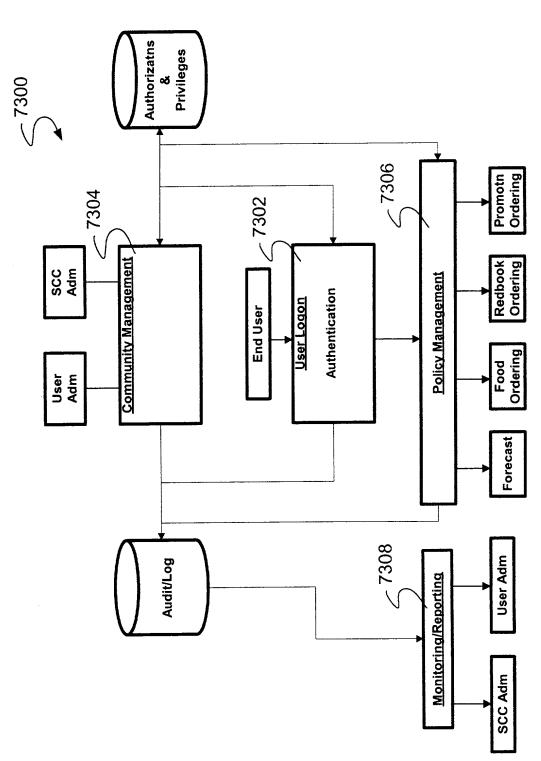


FIG. 73

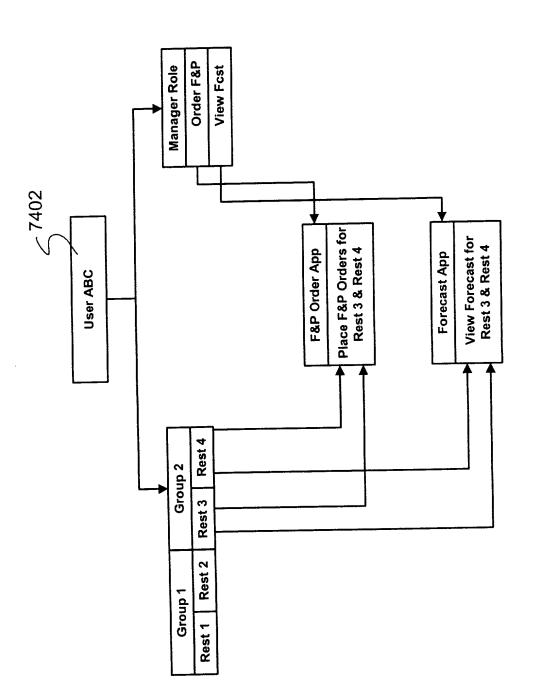


FIG. 74

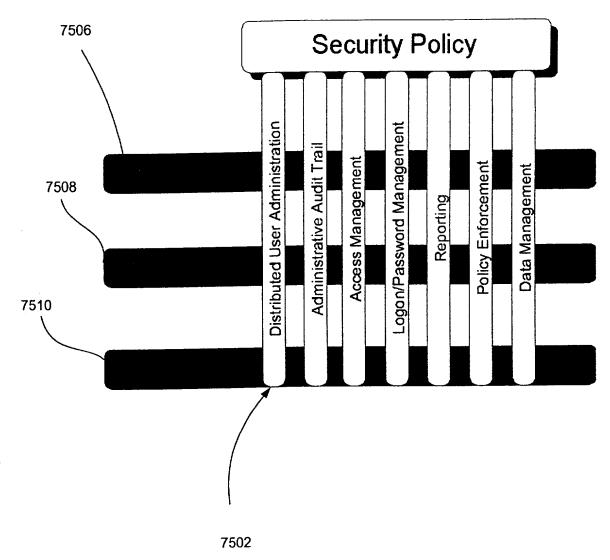


Fig. 75

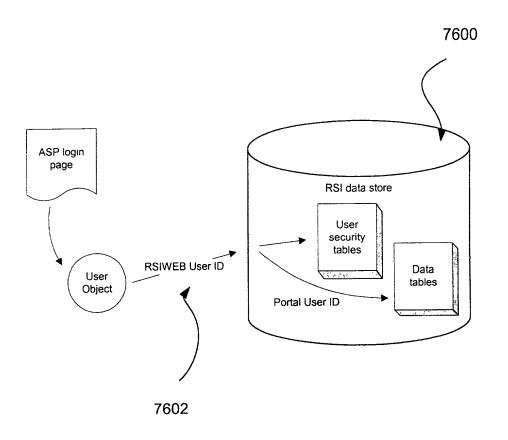


Fig. 76

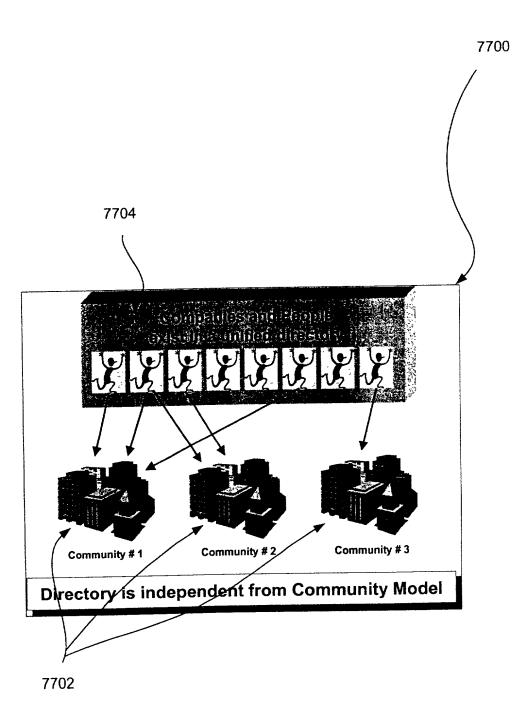


Fig. 77

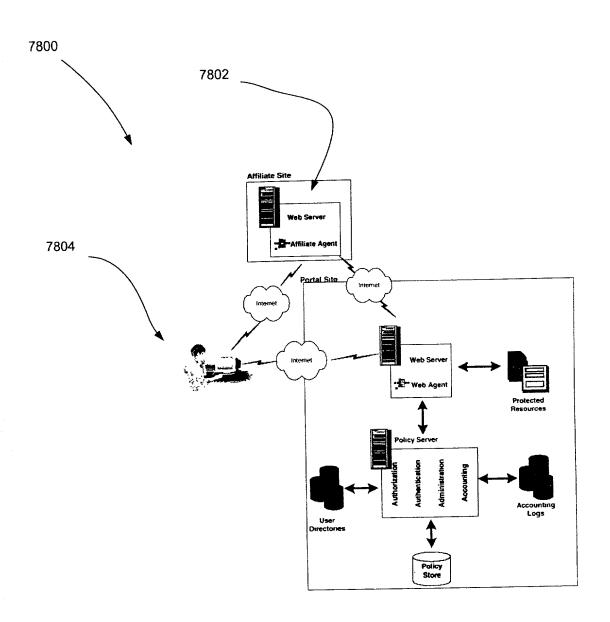


Fig. 78

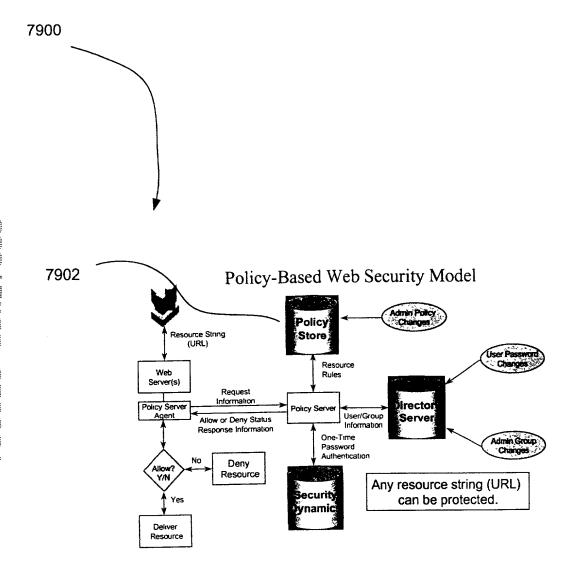


Fig. 79

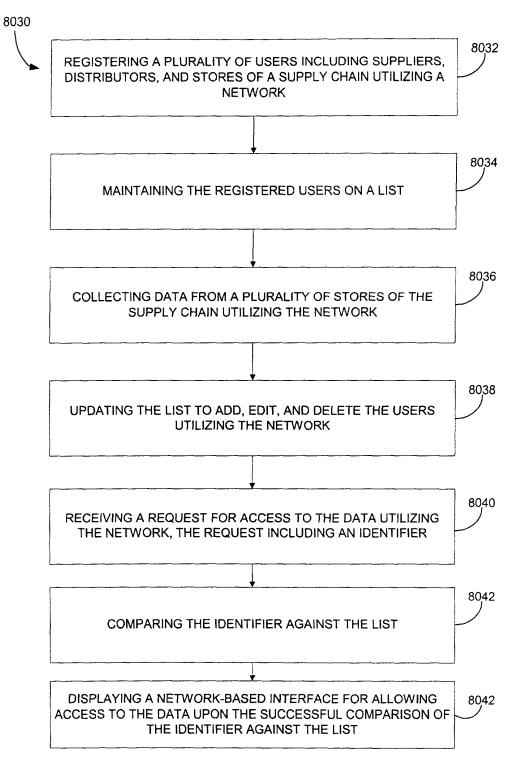


FIG. 80

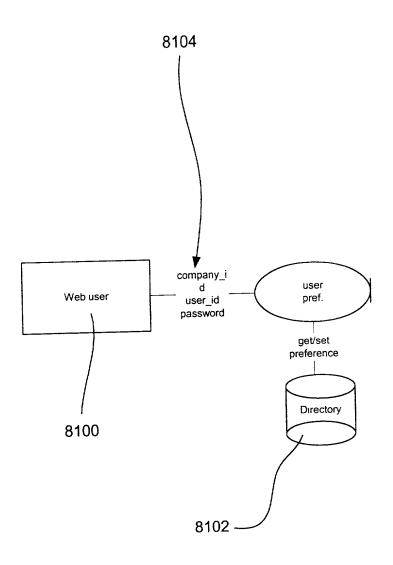


Fig. 81

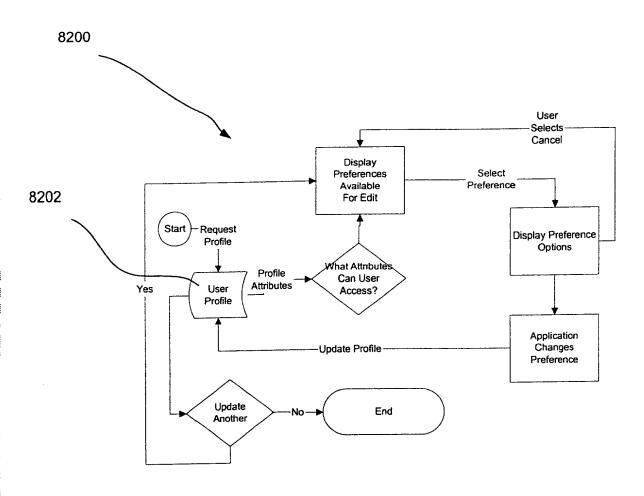


Fig. 82

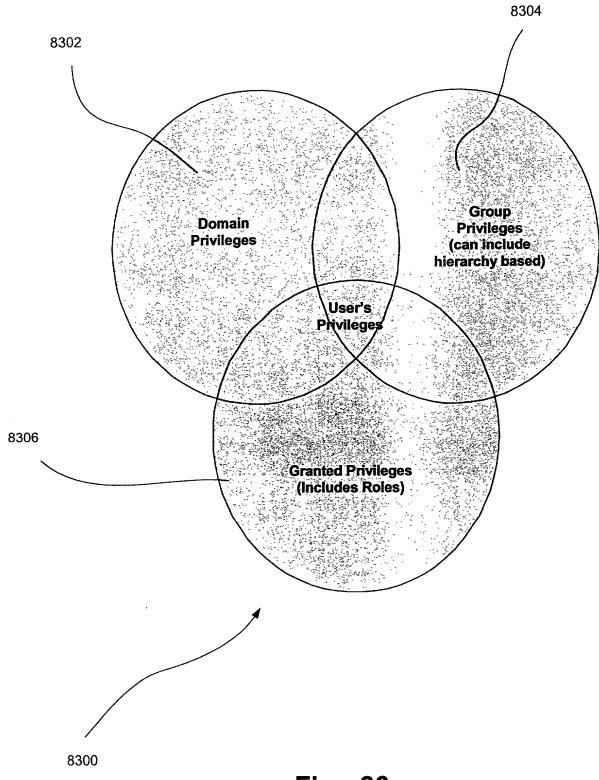
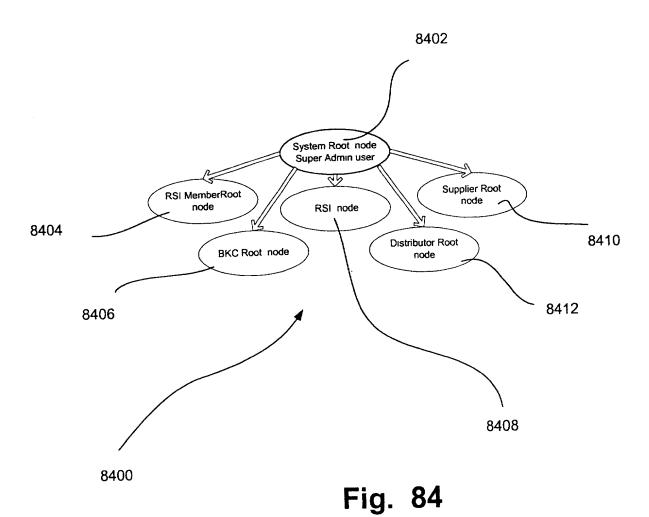


Fig. 83



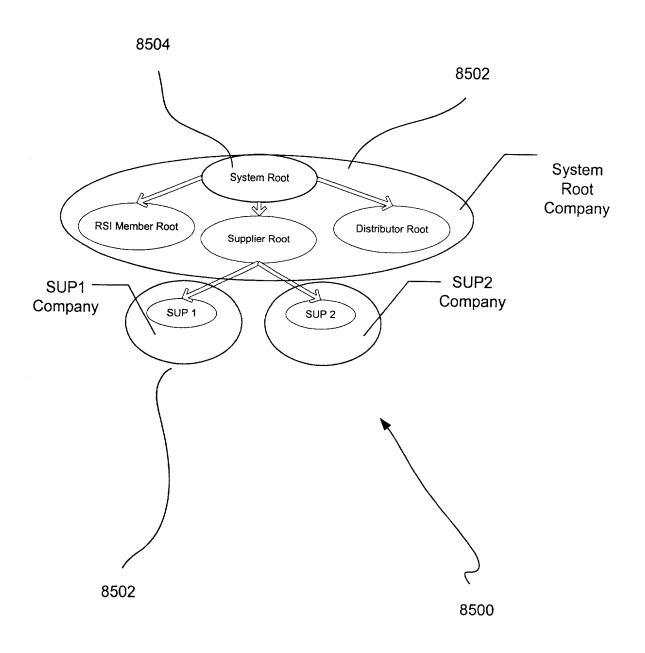


Fig. 85

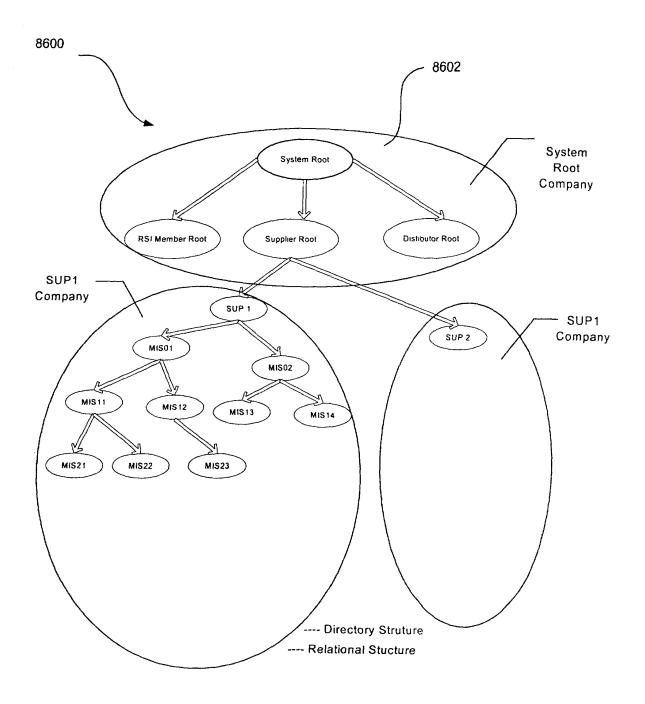


Fig. 86

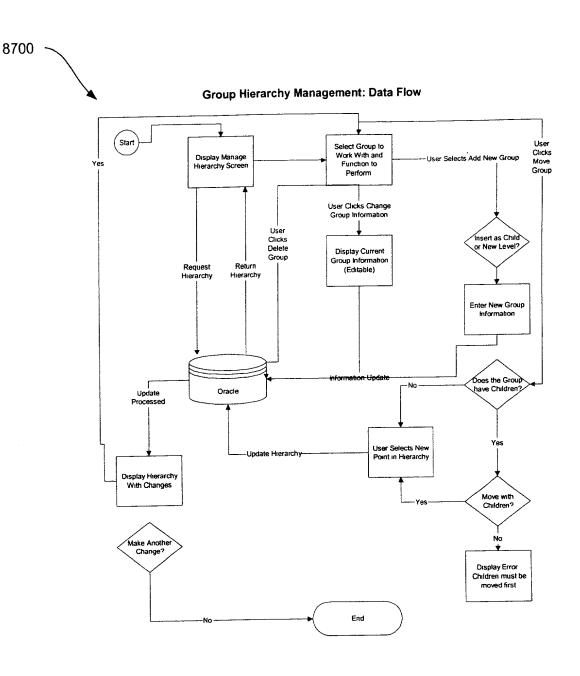


Fig. 87

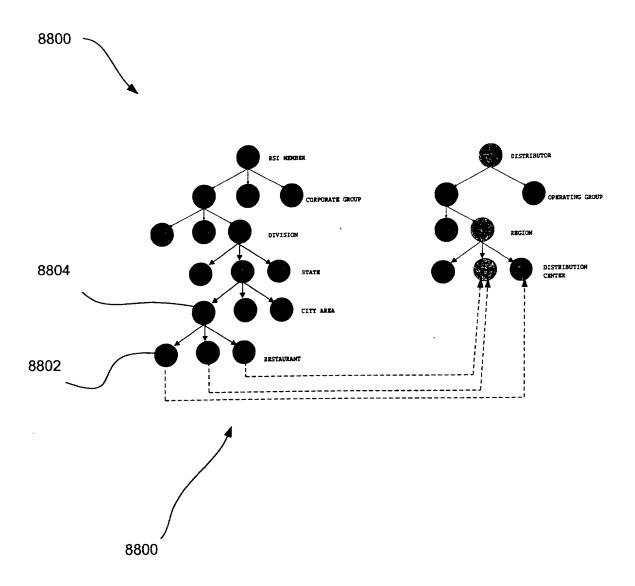


Fig. 88

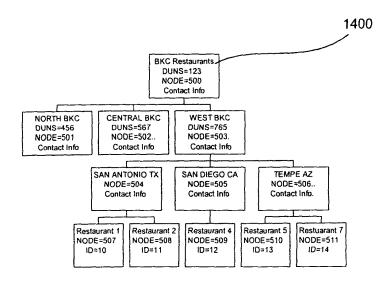


Fig. 89



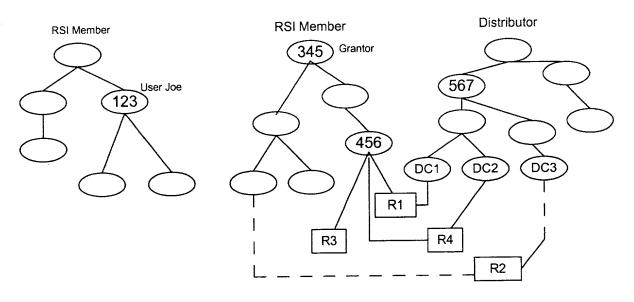


FIG. 90

9100

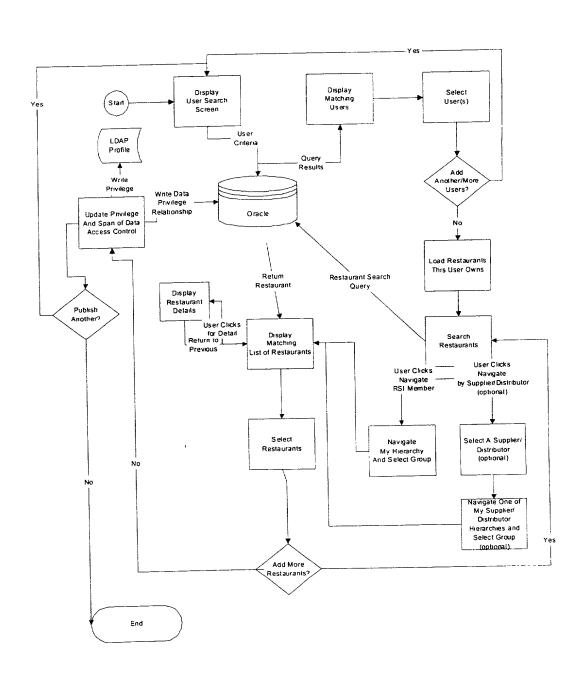


Fig. 91

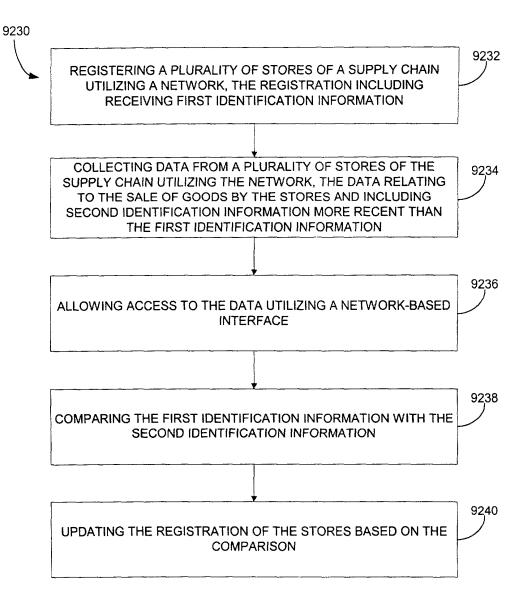


FIG. 92

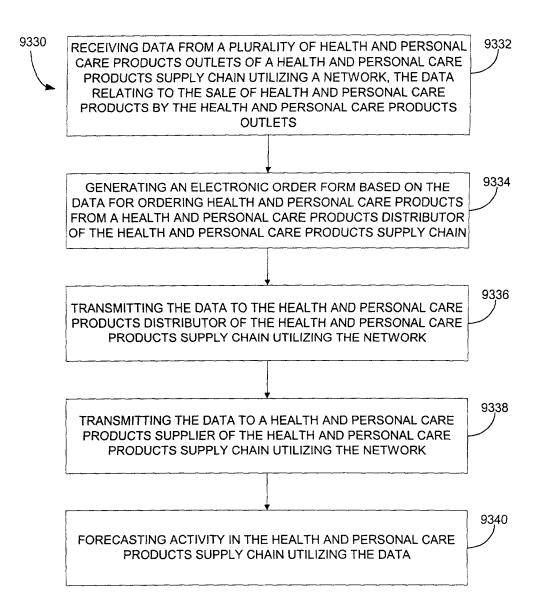


FIG. 93

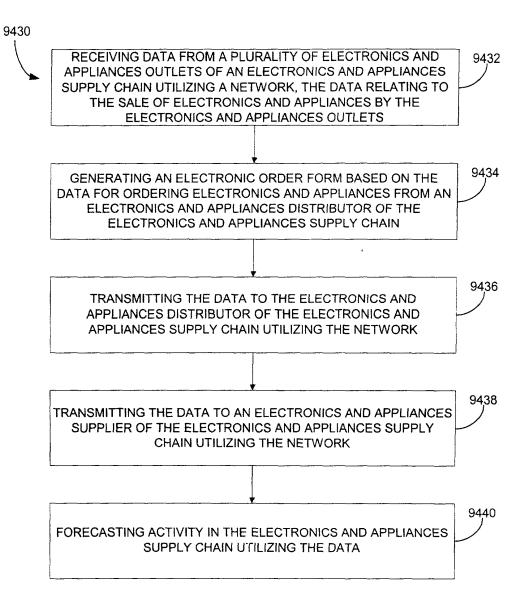


FIG. 94

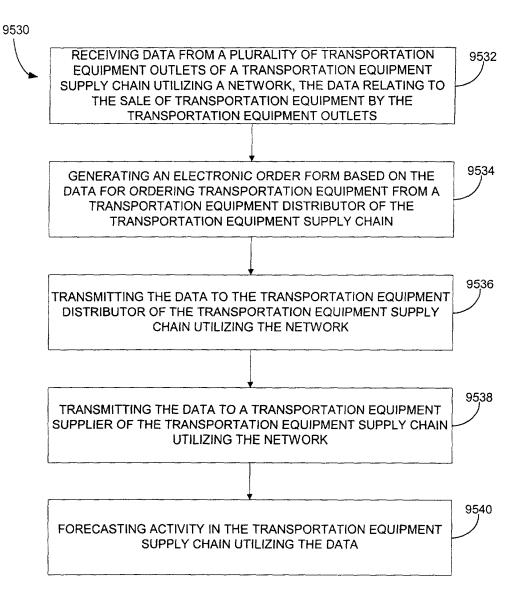


FIG. 95

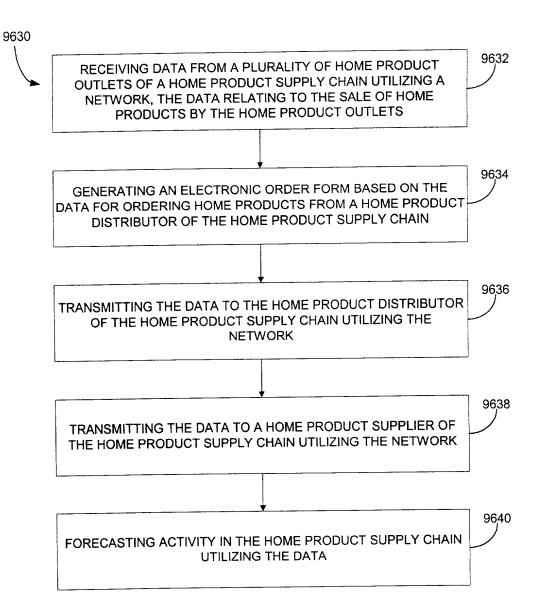


FIG. 96

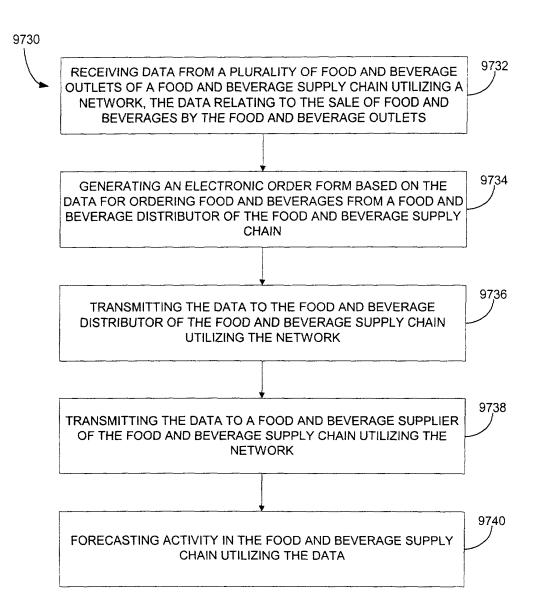


FIG. 97

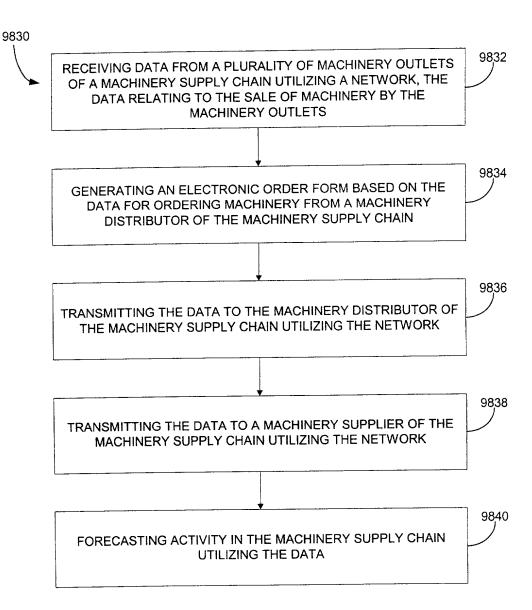


FIG. 98

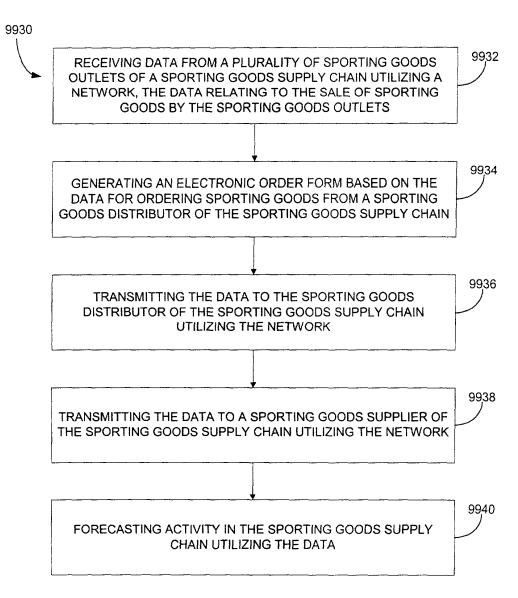


FIG. 99

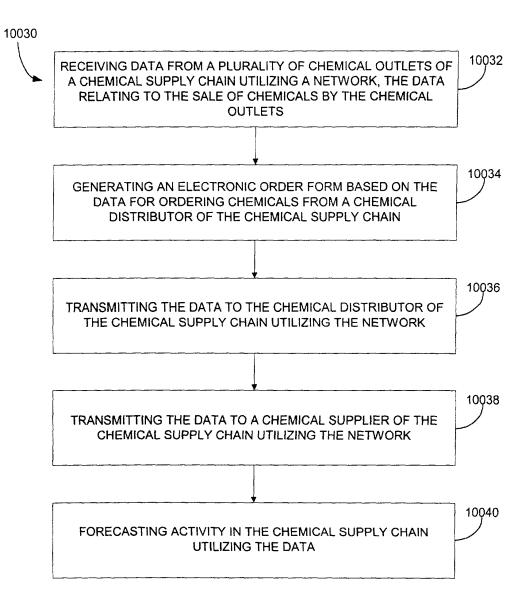


FIG. 100

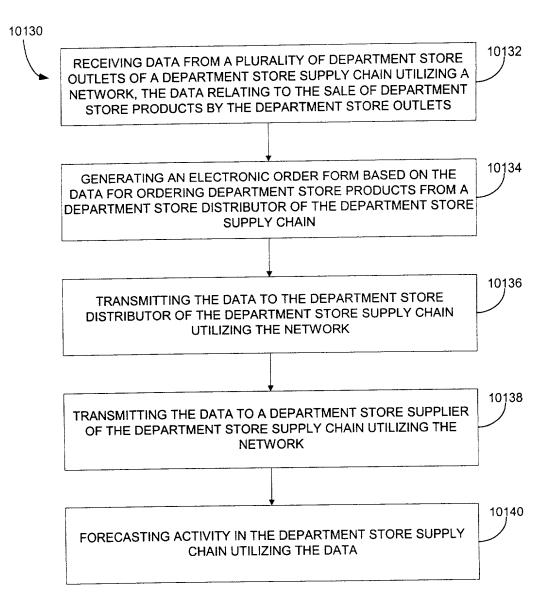


FIG. 101

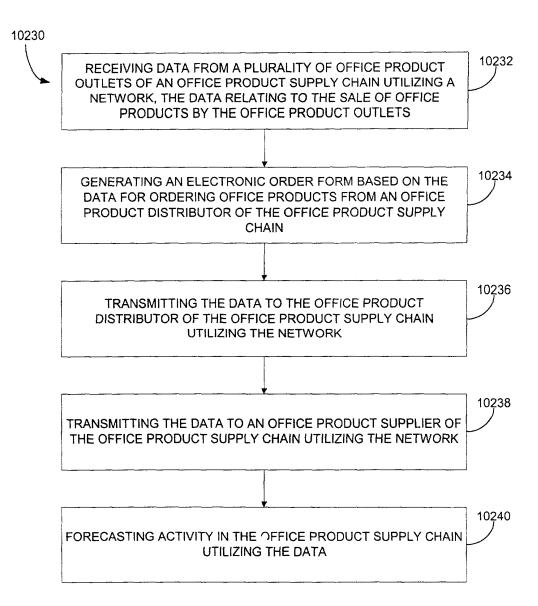


FIG. 102A

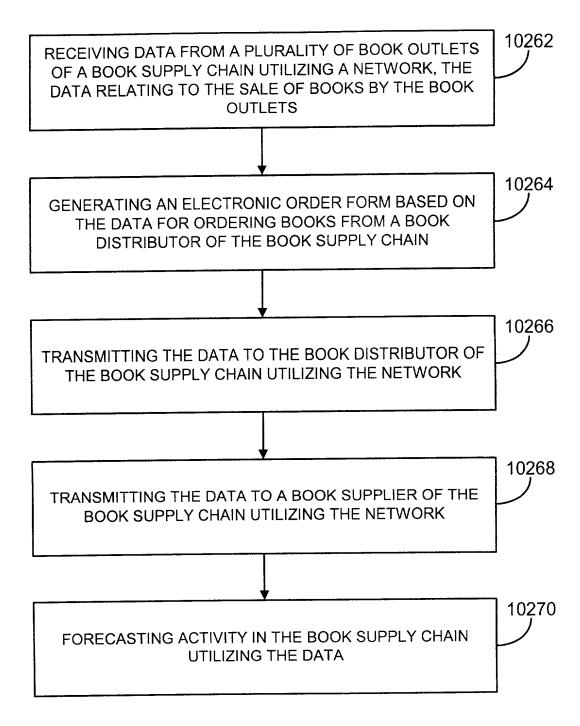


FIG. 102B

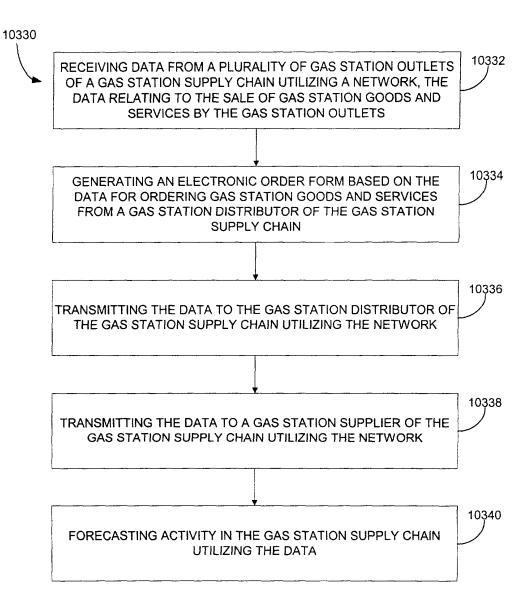


FIG. 103

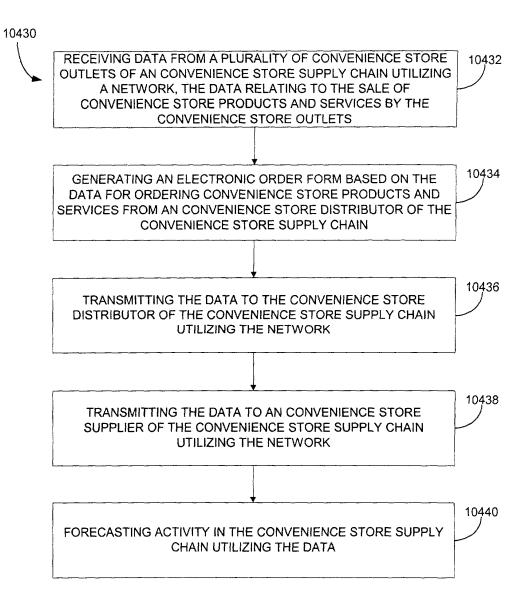


FIG. 104A

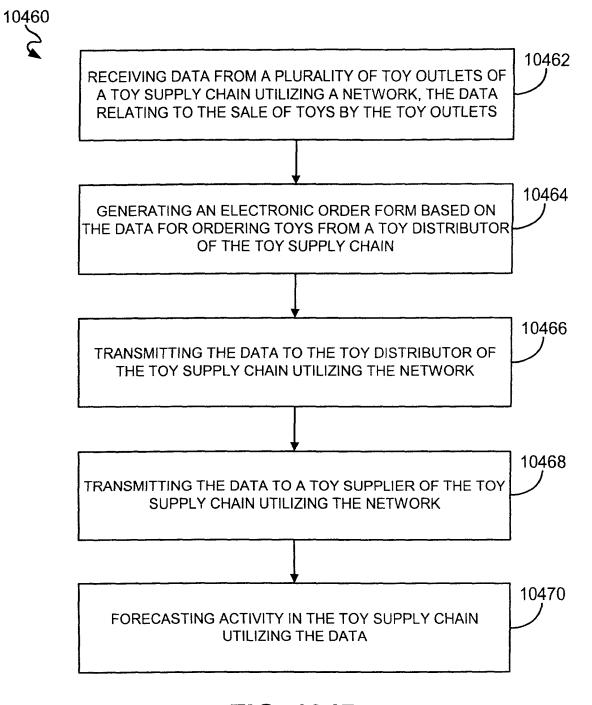


FIG. 104B

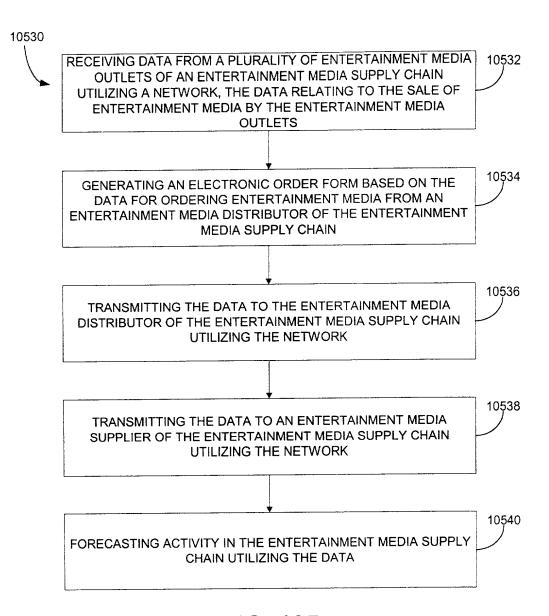


FIG. 105

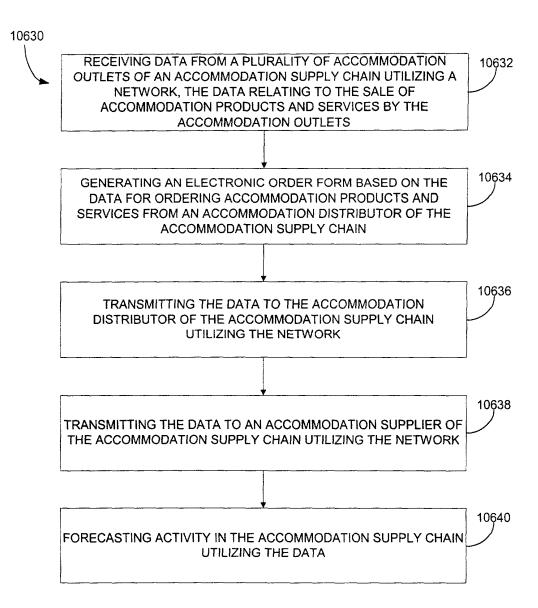


FIG. 106

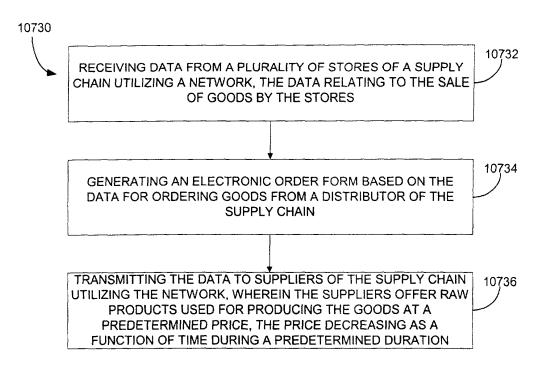


FIG. 107

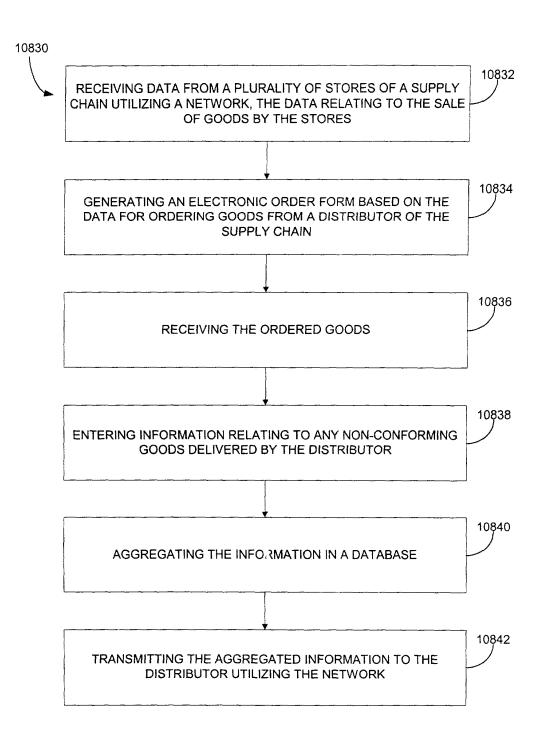


FIG. 108

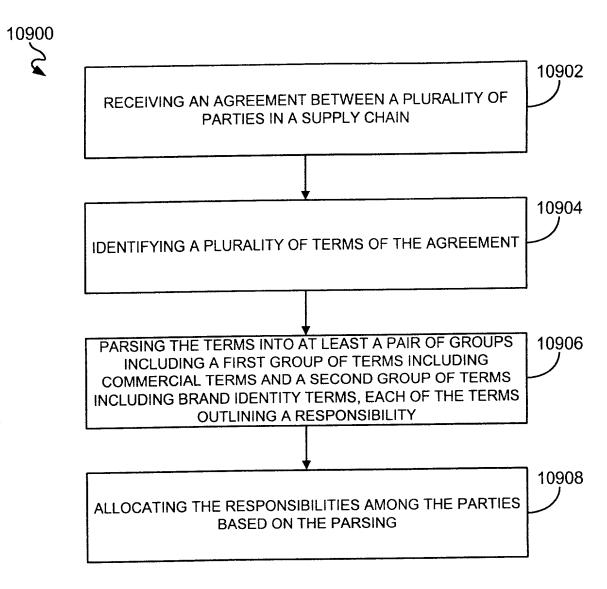


FIG. 109

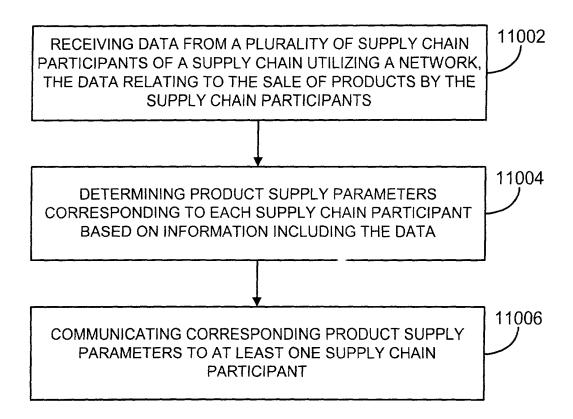


FIG. 110

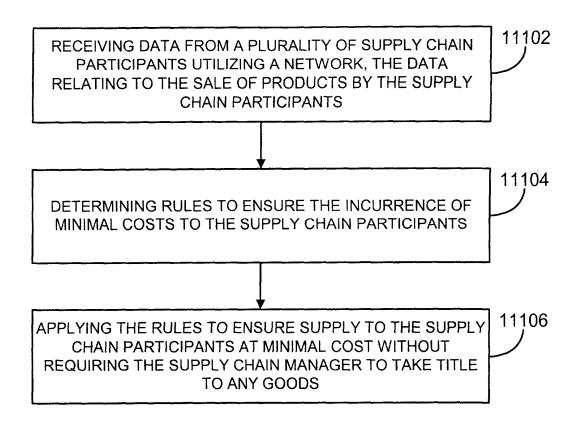


FIG. 111

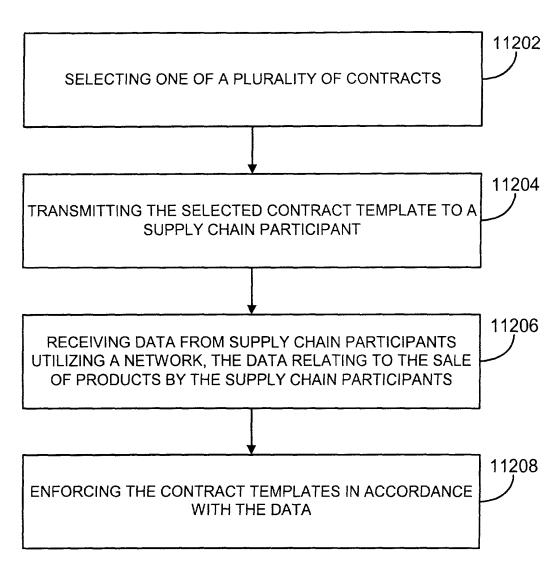


FIG. 112

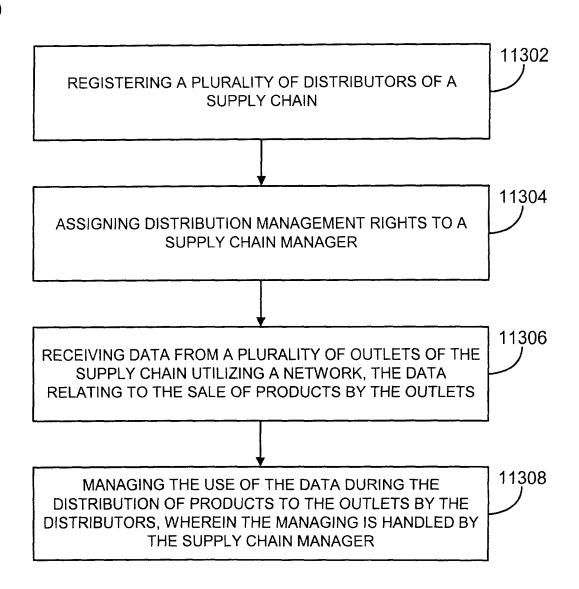


FIG. 113

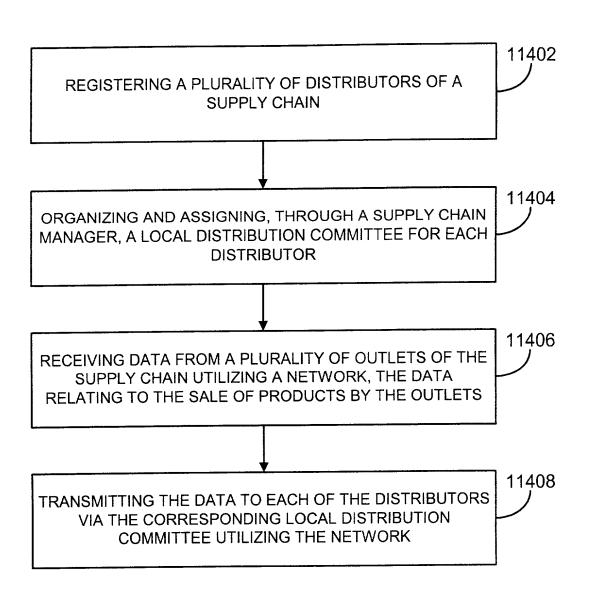


FIG. 114

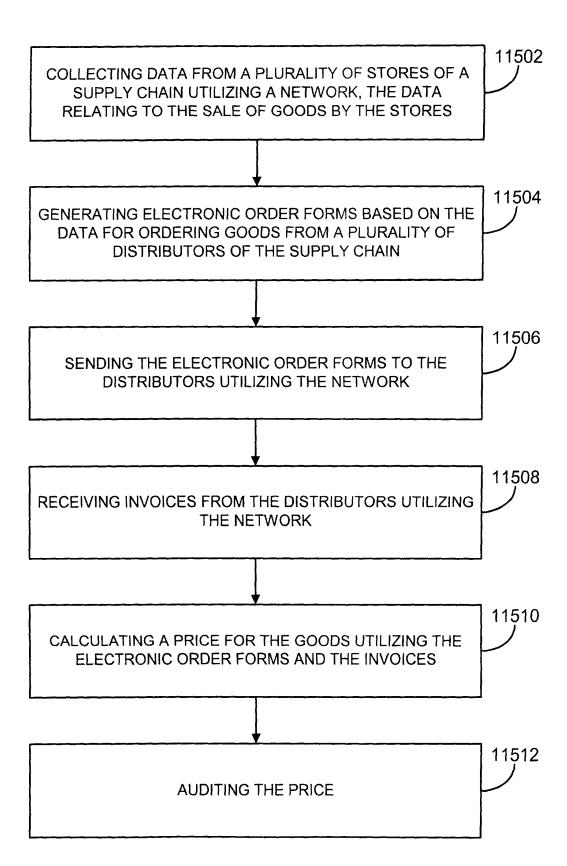


FIG. 115

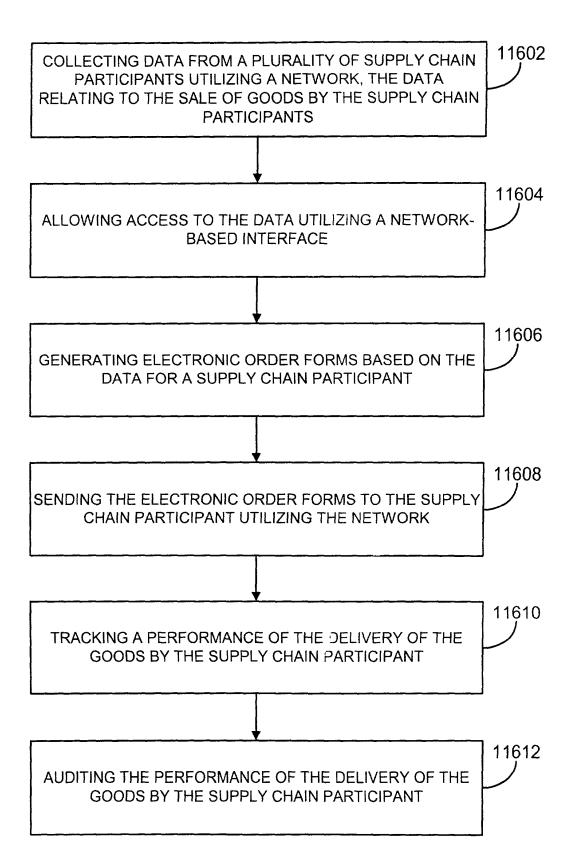


FIG. 116

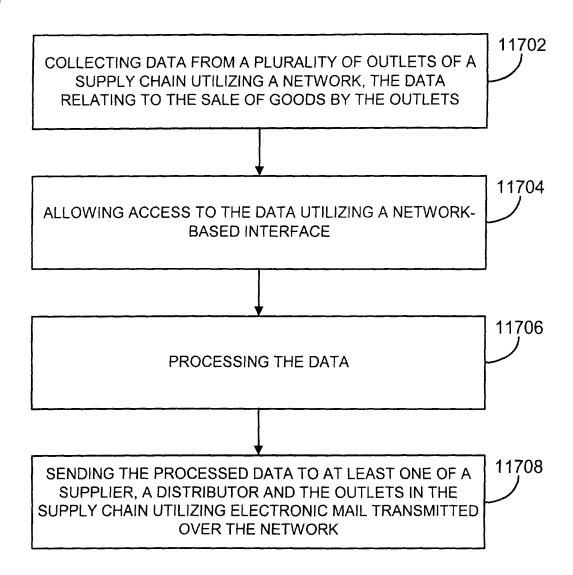


FIG. 117

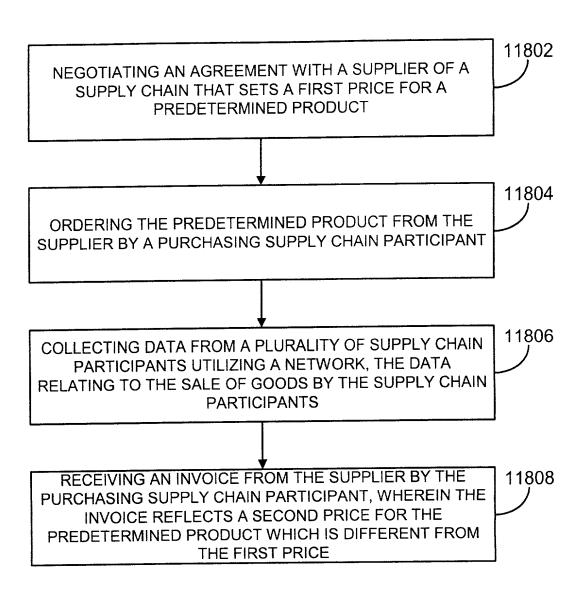


FIG. 118

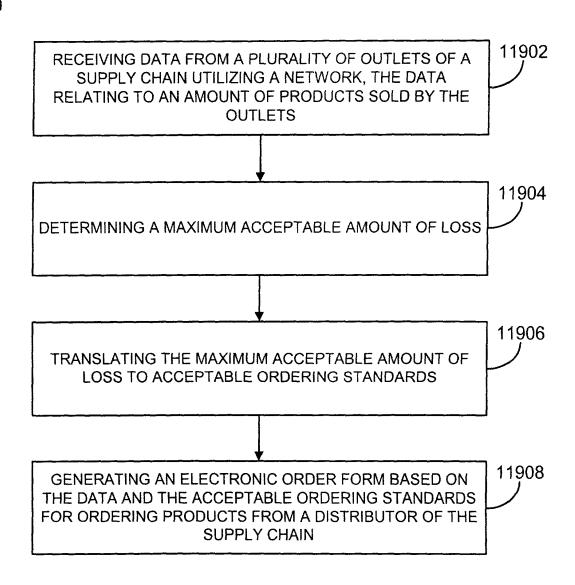


FIG. 119

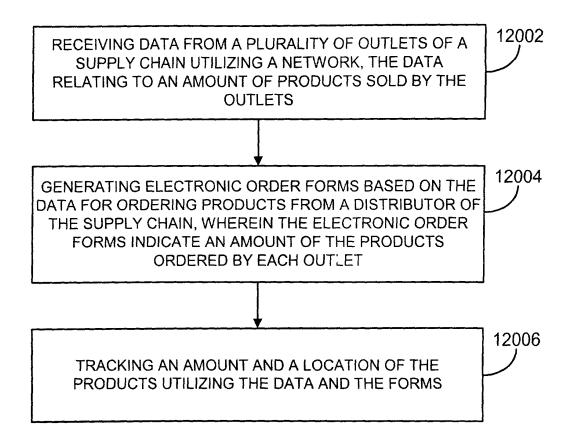


FIG. 120

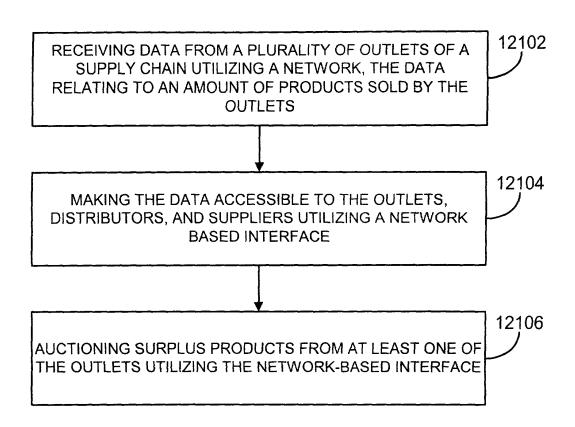


FIG. 121

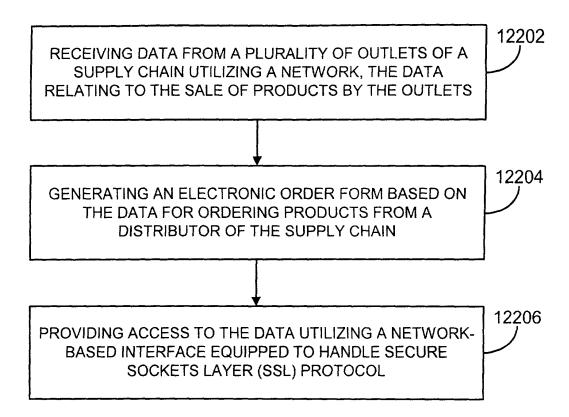


FIG. 122

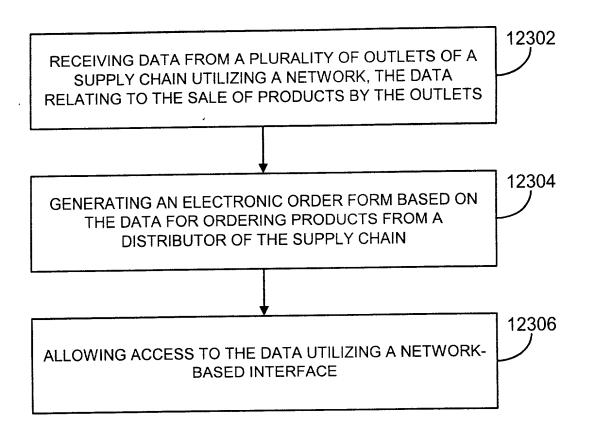


FIG. 123

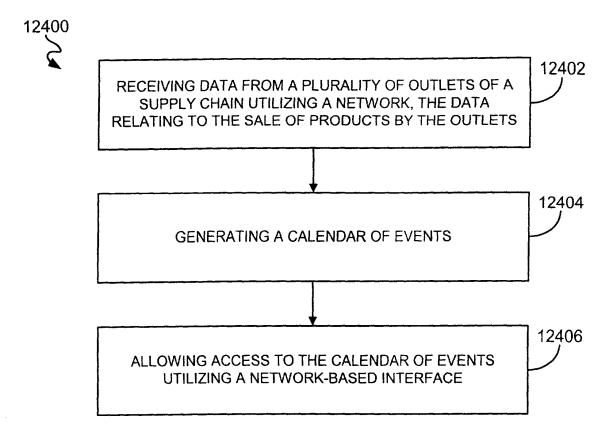


FIG. 124

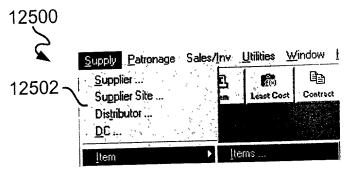


FIG. 125

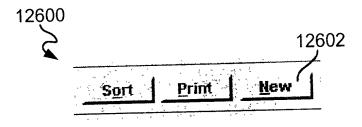


FIG. 126

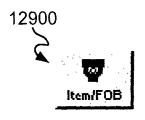
2700			12702
	Item Desc:		
	Item Number:  Product Cat Code:	Status Cod  Item Rank:	

FIG. 127

## Landed Cost by Distribution Center

ltem	Inv FOB Freight Landed Routing	Freight	Landed	Routing
	4.85			5.08 TL
Bag - Medium	6.7			6.93 TL
Bag - Large	12.33			8 TL
Biscuits - Frozeir	40.2			42.22 TL
Brush - Pot, Long Figure	24			9 T.L
Brush - Pot, Srioit nailaie	16.59			17.69 RDC
Carton - Breaklast	29.91	0.81		30.72 RDC
Caron - Large F19 Carton - Medium Frv	18.92		•	19.65 TLMIN

FIG. 128



## FIG. 129

13000

Supplier Item Desc:	Į į	te	em No:	.,3
The term and the state of the s	C Yes C No	Tiê Qtyr		اد المراجع المراجع المراجع
items per Case:	5000	High Qty:		
Innerpack Contents:	5M 000	Cases Per Pallet:		17
Item Size:		Stacking Allowed:		ales.
Case Length:	J	Universal Product	Code:	
Case Width:		Cases Per Truckle	pad: 1350	, >
Case Depth:		Net Weight:	39 00	
Case Dimension U/M:	INCHE(S)	Gross Weight:	ં ્રેડ <mark>, 39 00</mark>	^ 1
Item Cube:	0.95 CUBIC FE	ET Weight UM:	POUND(S)	
tem Shelf Life:		<b>y</b> BarCode:		٠,

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

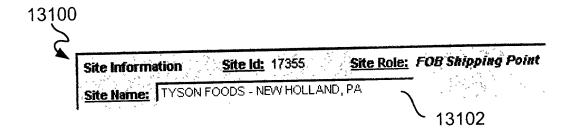


FIG. 131

Site Information
Site Id: 16
FOB Shipping Point
Railroad Name:
Active
Rail Sidings:

FIG. 132

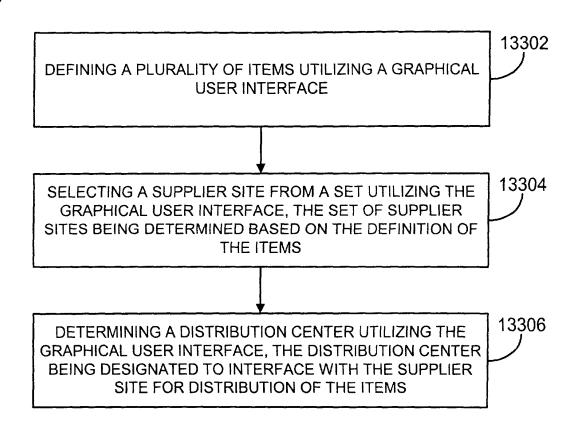


FIG. 133

-	Rem: WRAP-BACON DOUBLE CHEESEBURGER DELUXE Begin: 7/1/96	End: 9/1/96	Final:
	Override Rules: Yes ( No Apply By: Cell	Bayer a mayor as the mayor	

FIG. 134

13500

Figure oc Grand	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE,	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, N	TYSON FOODS - NEVY HOLLAND, PA

FIG. 135

13600

Con FOB	Ing FOB	Freight	Landed
34 3200	34.3900	0.8400	35.2300
34 3200	34.3900	0 2900	34.6800

FIG. 136

13700

-	Contr	LB	Trk	Routing
	96	83,600	2.0	TL
	96	215,040	51	TL

FIG. 137

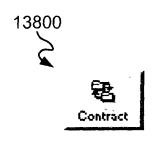


FIG. 138

1	3900
	ب
	*

Min Ordr	MU	Slip	Deliy.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

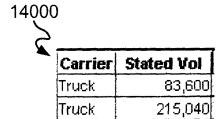


FIG. 140

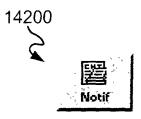


FIG. 142

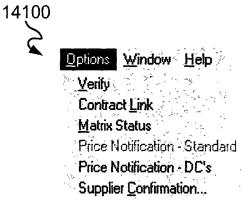


FIG. 141

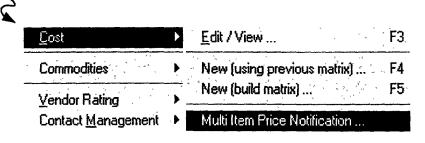


FIG. 143

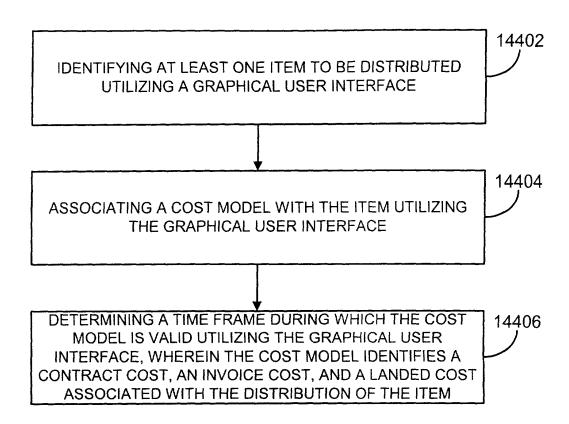


FIG. 144

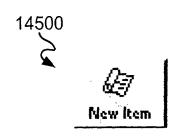


FIG. 145

Contract ID:

673 - TYSON FOODS

Initial Buyer Name:

Jamie Hersh

Current Buyer Name: This Samon

Chris Stainton

FIG. 146

Contract Start Date: 05/15/98

Contract End Date: 12/31/02

Execution Date: 5/15/98

Effective: Shipment Date

Payment Terms:

FIG. 147

Net 10

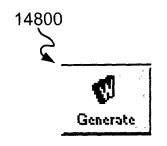


FIG. 148



FIG. 149



FIG. 150

Select the End Dates to Use on the Exhibit				
tem Description	Cost Matrix End Date	Contract End Date	No End Date	
DEEF - 77% 130 200 200 200 200 200 200 200 200 200 2	C 841/88	© 2/24/08	No Date	
BEEF-WHOPPER 4.0 QZ	C 8/1/98	© 2/24/08	No Date	
DEEF-WHOPPER JR. 2:8 OZ.	8/1/98	© 2/24/08	C.No Date	

FIG. 151

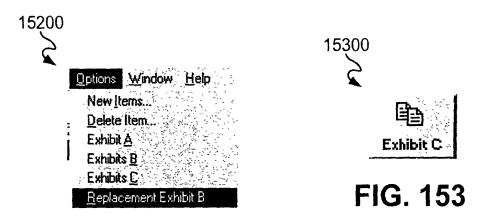


FIG. 152

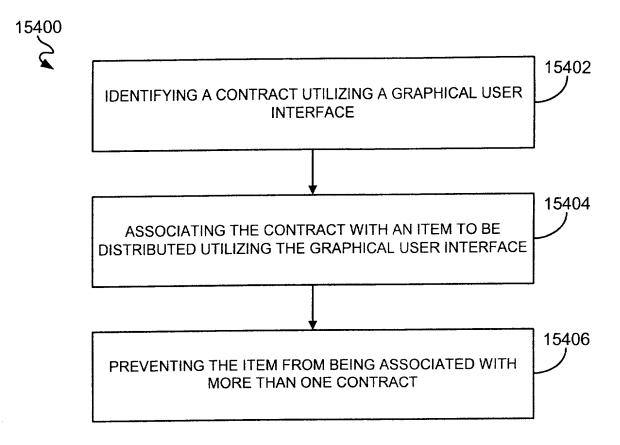


FIG. 154

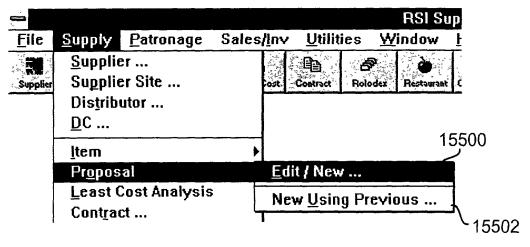


FIG. 155



Proposal - Foam Hot Cups & Poly	styrene Lids
Main Info Items Suppliers DCs FDB Price DC/Rest.	Usage Templates View Bid
Proposal Information	
Proposal ID: 1021	Proposal Due Date: 06/12/97
Proposal Name: Foam Hot Cups & Polystyrene Lids	Contract Begin Date: 07/01/97
Buyer Name: Dennis Clabby	Contract End Date:  06/30/98
Actions	
# Date: Action Description:	
1 D5/28/97 Sent this bid to Dart and also sent is request for in	nformation to WinCup.

FIG. 156



FIG. 157

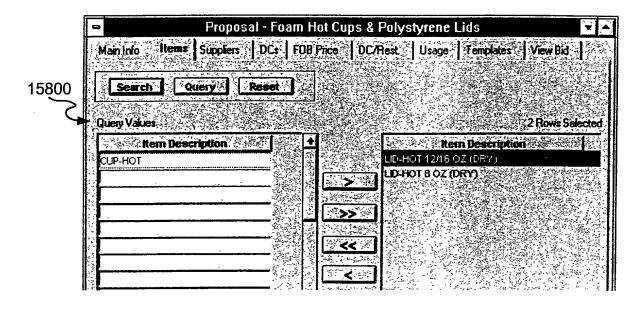


FIG. 158

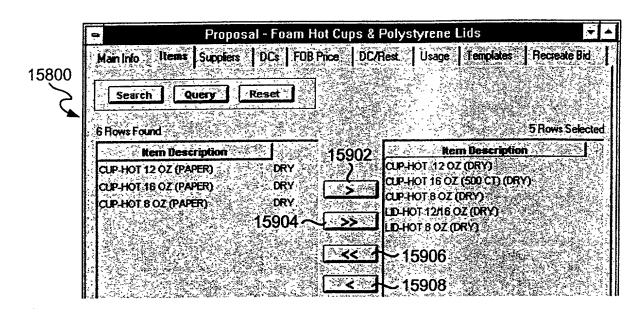


FIG. 159

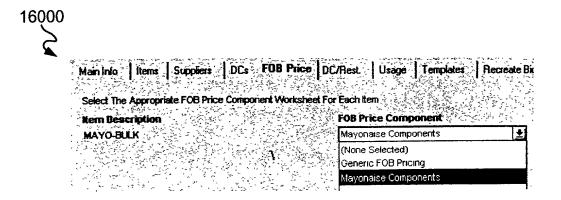


FIG. 160

Park Control Marketine Control of the Control of th	Growth %	Gross Wgt.	item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25 00	1.06	
Distribution Previous Center Case Usage I	also in the	ovg. Avg. actor RM		Projected <u>†</u> Unit Usage
DOCT ALDHOUSEDO.	20.00	0.3400 6	02 5000	755

POST-ALBUQUERQ	57,6	왕 왕 왕 30	99.34%	6.03	5.00%	755
POST-DENVER	633	39	99.05%	6.68	5.00%	1,083
POST-SALT LAKE	生流流 \$116	*	80.00%	5.46	5.00%	37

FIG. 161

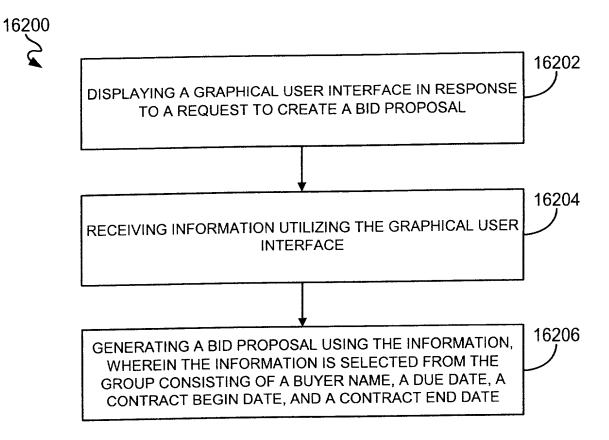


FIG. 162

16300

Templates Create Bid

FIG. 163

Supply	MS	Editable
	Word	Y/N
	2	Y
	?	N.
?;		N
2		Ni
		No.
	1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1. 1	V
<b>.</b>		N.
n		
	3	Word ? ? ? ?

FIG. 164

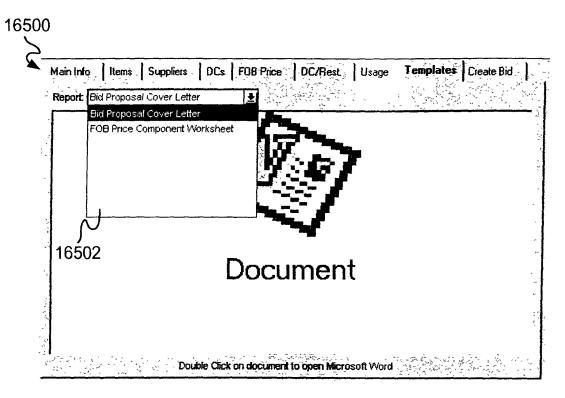


FIG. 165

16600 =	Micro	soft W	ord - Do	cument	in Bid Pro	posal Co	ver Lette	er
-	<u>F</u> ile	<u>E</u> dit	⊻iew	Insert	F <u>o</u> rmat	Tools	Table	W
7	Nev	V				Ctr	+N B	1+
Ä	<u>O</u> pe	n				Ctr	+0	
1	r <u>C</u> los	se and	Return	to Bid F	roposal C	over Lett	er 🗓	R ±
Γ	Upd	at <u>e</u>				Ctr	+S ] CI	ear
÷	Sav	re Cop	y <u>A</u> s					

FIG. 166

Main Info Items Suppliers DCs FOB Price DC/Rest. Usage Templates Create Bid Bid Proposal Sent [ Bid Proposal Will Include Checked Documents **Bid Proposal Cover Letter FOB Price Component Worksheet** X X General Terms & Conditions Truckload Freight Worksheet X X LTL Freight Worksheet Usage Estimates X Supplier Facility Worksheet **Blank Sheets** X Supplier Facility Worksheet X Item Information Worksheet X X **Rem information Worksheet** Sample Supply Agreement X **FOB Price Component Worksheet BK Specification Request** Truckload Freight Worksheet X LTL Freight Worksheet will be printed X LTL Freight Worksheet by system if necessary

**FIG. 167** 

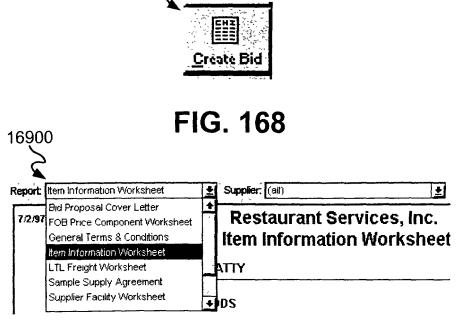


FIG. 169

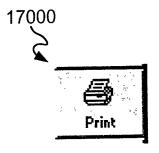


FIG. 170

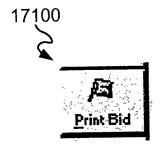


FIG. 171

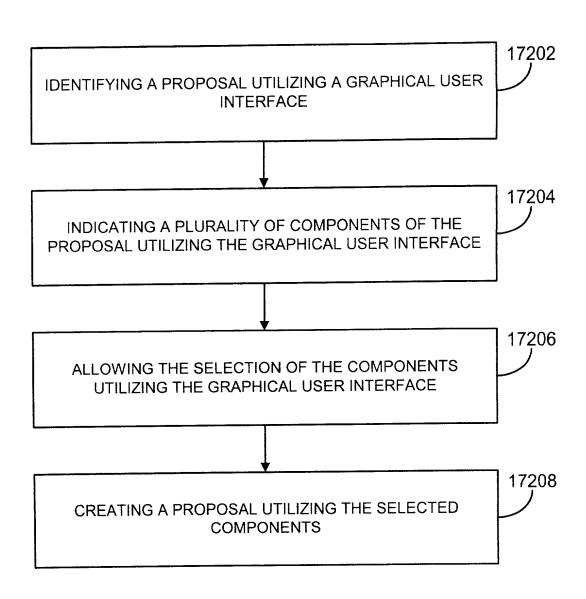


FIG. 172

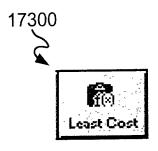


FIG. 173

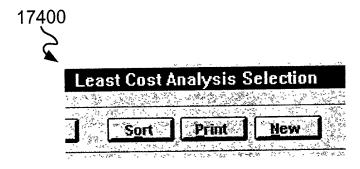


FIG. 174

Supply &	Patronage	Sales/	lnv <u>U</u> tili	ties <u>W</u>	indow 🐇	<u>H</u> elp	
<u>S</u> upplier Supplier	<b>第</b> 5. 编章		ost Contract	Rolodex	Restaurant	6	<b>⊉</b> Membe
Distribut DC							
<u>l</u> tem * Pr <u>o</u> posa							
Least Co	st Analysis		Edit / Vie	w		Ctrl+Sh	ift+Z
Contract		4 -148 -	New (Usi	ng Prev	ious)		- N

FIG. 175

- , ., ., ., .,			4=000
Bid Proposal Name:	(None)	1	17600
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)		/
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)		

FIG. 176

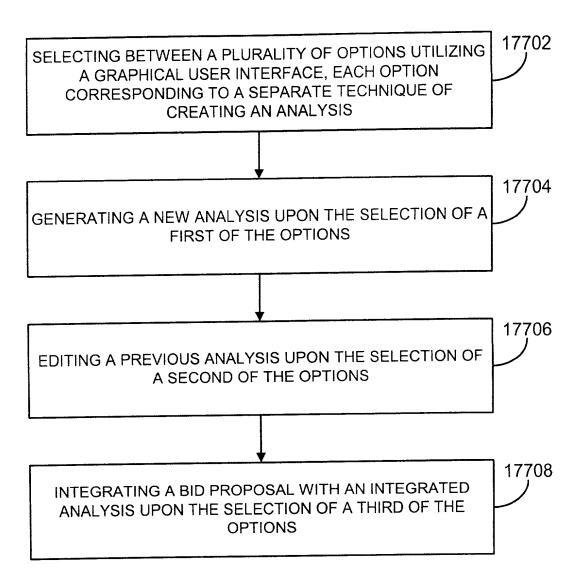


FIG. 177

Analysis Name:	Hash Brown Actual	- %, "
Analysis ID:	<b>1036</b> 3 (3)5555	(4) (4) (4)
Buyer:	Dennis Clabby	₹
eriod of Agreement:	10/1/97 THRU 9/30	/98
Unit Of Measure:	CASE(S)	<b>I</b>

FIG. 178

Version (1) of (9)	Ease ve	rsion			
What is the max # of	FOB points to	allocate to eac	h BC ?	One FOE	3
What is pricing met	- 1 h	7 7 7 Y		FOB+F	
What is the RSI Invo	ce FOB Upchar	ge (Downchare	je) ?		0.0000
Override RDC Truck	load Validation	? ,	,,-	No	▼
Solution Strategy:	Standard 💌	Last Rev	rision:	9/15/97 1	:04 PM

FIG. 179

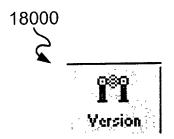


FIG. 180

New Version

Are you sure you wish to create a new version?

Yes

No

FIG. 181

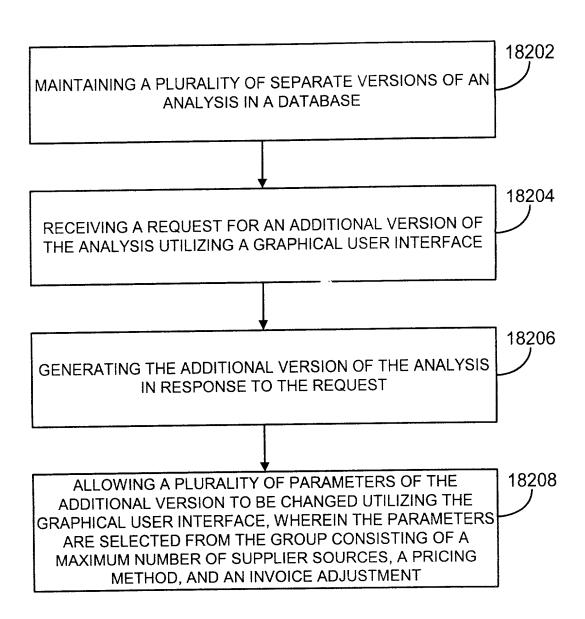
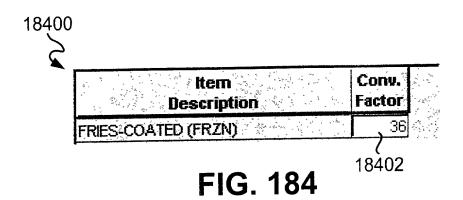


FIG. 182

Search Query Reset		7 Rows Selected
Supplier FOB	1	Supplier FOB
DOP		DOPACO-DOWNINGTOWN, PA
	30.0	DOPACO KINSTON, NC
	لنحنا	DOPACO-ST. CHARLES, IL
		DOPACO-STOCKTON, CA
	لد<<	DOPACO-STOCKTON, CA IMPERIAL BONDWARE-SHELBYVIL IL
	1830	• 

FIG. 183



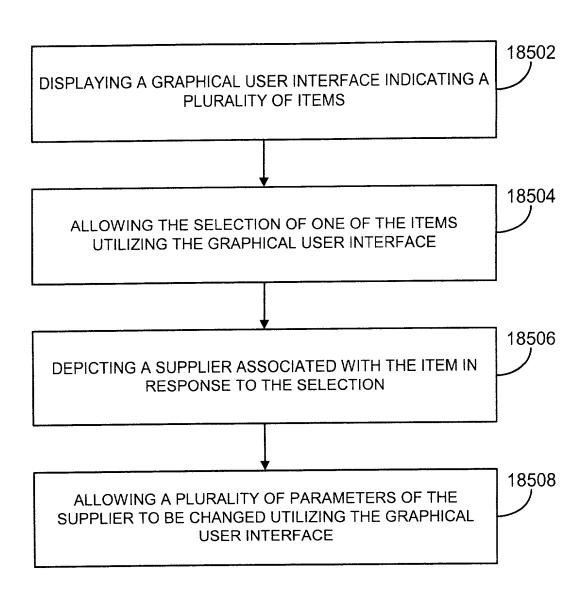


FIG. 185

kem Description	Supplier FOB	
CUP-COLD 16 OZ	DOPACO-DOWNINGTOWN, PA	on the first two to be a second to be
CUP-COLD 22 OZ CUP-COLD 32 OZ	DOPACO-DOWNINGTOWN, PA DOPACO-DOWNINGTOWN, PA	•
Supplier Item Desc: 16 OZ COLD CUP	item No:	CP2942
Items per Case:	Tie Oty:	5.
Innerpack Contents: 1200	High Qty:	
kem Size:	Cases Per Pallet:	
Item Shelf Life:	■ 1.2.2. A. C. VAN TER TO SEE THE SECOND SE	Yes O Norway
Case Length: 22.125	Mandatory Case Cube:	[3.43 CUBIC FEET
Case Width: 15.125	Cases Per Truckload:	769
Case Depth: 17.75	Gross Weight:	29 28 <b>POUND(S)</b>
Case UM INCHE(S)	Net Weight:	27 28 <b>POUND(S)</b>

FIG. 186

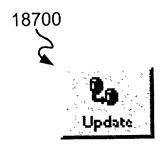


FIG. 187

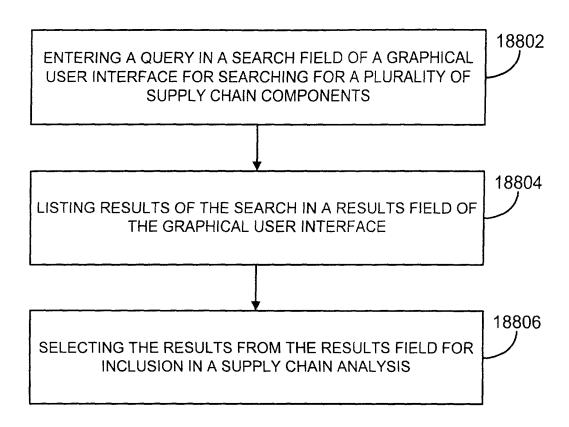


FIG. 188

Supplier	Terms	SLPÆ	LT	Minimum	Maximum		Include	Γ	+
CAVENDISH FARMS 💛 🔀	±	Pallet	±			•	Yes 🔘 No	\ \\ \.\`	\( \frac{1}{2} \)
JR. SIMPLOT COMPANY	±	Pallet	Ŧ			•	Yes C No	3	
LAMB-WESTON, INC.	<b>±</b>	Pallet	±	200,000,000		0	Yes 💟 No		ا ا
		\$\	2 7 7 %		na im a , .		200 mg 1 mg	1 n	Ľ
Supplier F	OB C	4, 5	23	- Minimum 🤄	Maximum		Include	7 (	1,23
LAMB-WESTON, INCPASCO, W	/ <b>A</b> 2011 - 3100			90,000,000	110,000,000	•	Yes C No		, 1
LAMB-WESTON, INCRICHLAND	WA	177.51	*	0	55,000,000	•	Yes C No		`, <sub>"</sub> `
LAMB-WESTON, INCAMERICAN	FALLS ID	-:75	3. j	90,000,000	110,000,000	0	Yes C No		

FIG. 189

Supplier To	erms SL	P/PI	LT	Minimum	Maximum	1,3%	Includ	\$ 12 C		+
MCCAIN FOODS	Pa	llet	±		.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	0	Yes 🔲	No		38
NESTLE FOOD COMPANY	<b>⊉</b> Pa	llet	Ł			<b>(</b>	Yes C	No	. ;	-1
ORE-IDA FOODS	<b>±</b> Pa	let	Ŧ	225,000,000		0	Yes C	No.	14	_
The Children of the Children o		en en Propie	- Section of the sect	12 12 14 18 18 24 12 44 13 14 15 16 16 16 16 16 16 16 16 16 16 16 16 16	Marine Control	: 147)	17 Marie	and the	-3	_
Supplier FOB				Minimum	Maximum		includ	B H GH.		1
MCCAIN FOODS, LTD PRINCE EDW	ARD ISLAND	, and the second of the second	41). Î	18,000,000	30,000,000	O	Yes @	No	149	*
MCCAIN FOODS LTD. PORTAGE LE	PRAIRIE	ا الم	, F	45,000,000				No	]	
MCCAIN FOODS, INC-OTHELLO, WA		و المارية المارية		27,000,000	132,000,000	0	Yes C	No	(%	

FIG. 190

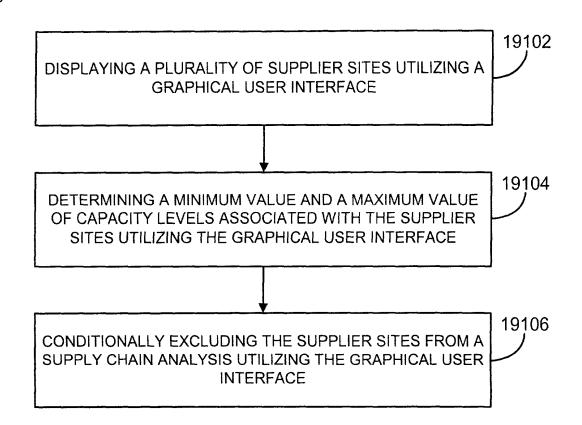


FIG. 191

Supplier ***	# Volume	Karak	z Seige		1,2 1,
HUDSON INDUSTRIES	0				
INTERNATIONAL DIVERSEFOODS	[[[]]] O. ([[]]) Y. ([]] Y. ([]]				
SUPERIOR COFFEE & FOODS	* O * O *				
The first of the second se					
Supplier FOB	kem .		Cont FOB	# Volume	
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	(	8.4200	0	] ***
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	<u> </u>	9 2300	<u>U ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( ) ( </u>	$1^{\prime\prime}$

FIG. 192

Supplier **	Volume V		
SSI FOOD SERVICES TO THE STATE OF THE STATE	THE STREET STREET		
TEXAS AMERICAN FOOD SERVICE 0			
WHITEFORD FOODS TO A A A A A A A A A A A		Ac 3 1/5 (7 m)	
Supplier FOB	h item 🛷 😗 🤭	Cont FOB #	Volume
TEXAS AMERICAN FOOD SERVICE-TX BEEF - 77	<b>%</b>	1.0026 0	
TEXAS AMERICAN FOOD SERVICE-TX BEEF 777	<b>%</b> 100 100 100 100 100 100 100 100 100 10	1 0016 <b>1</b>	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX: BEEF -77	<b>%</b> Dark Collection	1.0010 <b>2</b>	2,508,000

FIG. 193

Supplier	(m) \r #:	Volume		(a. 17,12)		
VENTURA FOODS	物类和	沙山 黄沙山			SHA	
VENTURA FOODS	1	100,000				
Supplier FOB	Cray	े tem ्	_13;4.(£);2.	Cont FOB	# Vol	ıme
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-B	ÚLK 🐃 🖖 .	9-63	8 9400	D Starte	<b>35</b> 0 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3
VENTURA FOODS-CHÂMBERSBURG, PA	MAYO-B	ULK		8.8400	有激度	7 ( )
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-E	ULK-TARTAR		9 5100	0 🐇	Mg .
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-E	ULK-TARTAR	<sup>1</sup> 6 . ¥07	9 4100	1 8:30	W, 7
VENTURA FOODS-CITY OF INDUSTRY.	MAYO-B	ULK	38.45.74	9 1 2 0 0	<b>D</b> : 35.	14 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1
VENTURA FOODS-CITY OF INDUSTRY	MAYO-B	ULK.	, , , ,	9 0200	11 197	4.4 St.
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-E	ULK-TARTAR		9 5800	0	.5 <u>15 .</u> 50 <u>1</u>
VENTURA FOODS-CITY OF INDUSTRY	CALKE	ULK-TARTAR	*	9 4800	4	<del></del>

FIG. 194



*** ** * * ** *** *** *** *** ***		Sup	plier FOB		1
FRIES-COATED AND AND AND AND AND AND AND AND AND AN	CAVENDISH-PRI	NCE I	EDWARD `		
FRIES-COATED	J.R. SIMPLOT CO	MPA	NY-HERMIS	STON	
FRIES-COATED	LAMB-WESTON,	INC.	PASCO, W		
Distribution Center	Delivered	#	Volume		<u></u>
AMERISERYE-OMAHA, NE	0.3750	ូ០		<b>o</b>	
AMERISERVE-PLYMOUTH, MN	0 3850	0	`- ` ,		
AMERISERVE-WALIKESHA	0 3670	0			
FLEMING FOODS-KAPOLE	0 4725	0			" " v.
KING PROVISION-ATLANTA	0 3950	0		0 33 32 33	· ·

FIG. 195

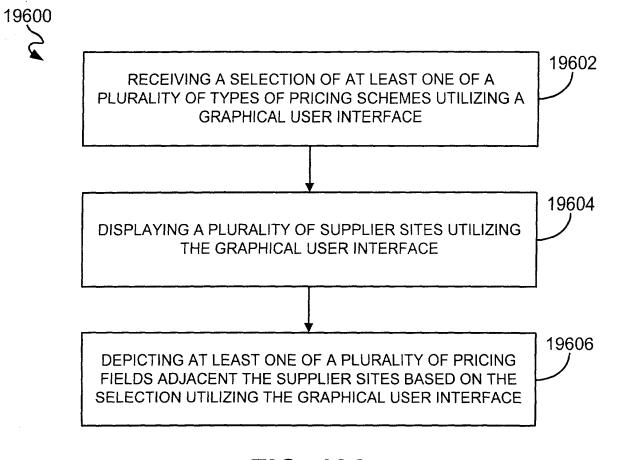


FIG. 196

To	tal Rest. Gro	wth Ame	ount	. ,		* Usage	Period	**** **
3	5 00%	<b>一</b> 心	19702	r' Kjalis	, *	09/01/97 (	o 08/31/	98

TO A CONTROL OF THE WORLD BELLEVIEW AND A CONTROL OF THE PROPERTY OF THE PROPE	Restaurant Growth %	Projected Avg. 1. Rest. Count
AMERISERVE/POST-ALBUQUERQUE  AMERISERVE/POST-DENVER  35	5.00% 5.00%	28 37
AMERISERVE POST-SALT LAKE UT AMERISERVE OMAHA NE 166	5 00% (%) 5 00%	2 174

FIG. 197

	ltem	andjir a ji	Item	Growth '	% U	sage Period	
CHICKEN-PATTY				-	0.00		
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg.#	DC/Item Growth	Projected Usage	1
AMER-OMAMA	44,035	166	98.49%	24.12	4 00%	49,205	
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5 00%		4 1
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909	

FIG. 198

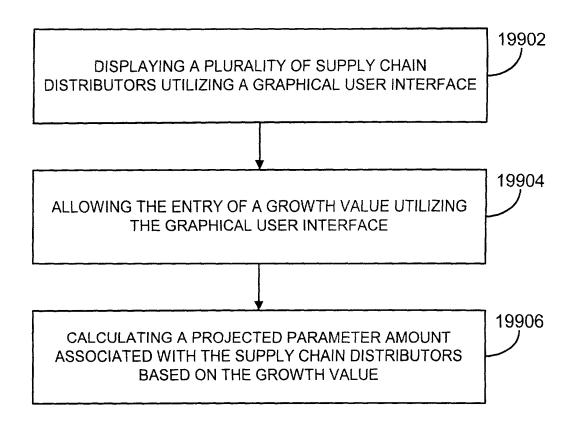


FIG. 199



Supplier FOB		ddress (**
CAVENDISH FARMS	Dieppe	NB E1.46X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston 2	OR 99999
LAMB-WESTON, INCAMERICAN FALLS ID	American Falls	ID 83211
Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	Solver C Required	Excluded
AMERISERVE/POST-DENVER	Solver O Required (	Excluded
AMERISERVE/POST-SALT LAKE,UT	Solver C Required @	Excluded
AMERISERVE-OMAHA, NE	Solver C Required 🗨	Excluded
AMERISERVE-PLYMOUTH, MN	Solver C Required ©	Excluded
		20002

FIG. 200

20100 FI

Supplier F08		Address	
CAVENDISH FARMS	Dieppe 🐭 🔻		£1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999
LAMB-WESTON, INC. AMERICAN FALLS ID	American Falls	<b>D</b>	83211
Distribution Center	Lane	Restriction	OFF KARE 1
AMERISERVEIPOST-ALBUQUERQUE	O Solver O i	Required 🔘 Exclu	ded
AMERISERVEIPOST-DENVER	● Solver 《C·I	Required O Exclu	ded

FIG. 201

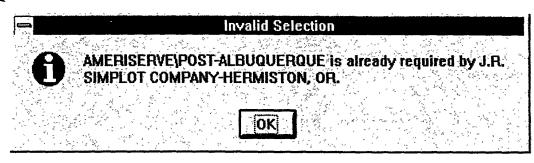


FIG. 202

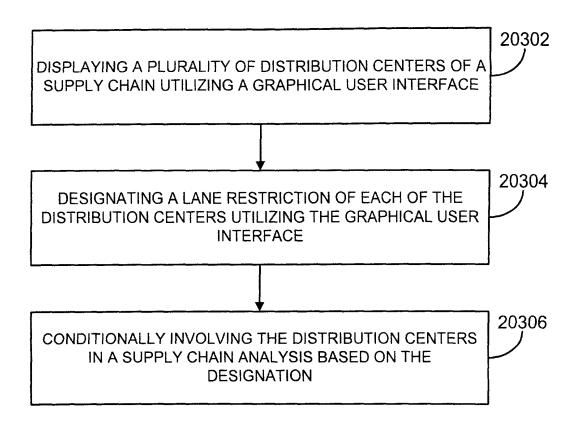


FIG. 203

No. No. 18 No. 1	TO SEE BENEVE TO A	ddress A Royal Day 1
CAVENDISH FARMS	Dieppe Andrews	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
L'AMB-MESTON, INC. AMERICAN FALLS ID	American Falls	D 83211
Distribution Center	ruckload Lane Freight Distance	
AMERISERVEPOST-ALBUQUERQUE	1,617	
AMERISERVE/POST-DENVER	1,277	
AMERISERVEPOST-SALT LAKE,UT	691 🔅 🔾	

FIG. 204

Supplier FOB	<b>《《</b> 》。		Addre	88	
O.K. FOODS-FORT SMITH AR		Fort Smith		AR	72904
TYSON FOODS-GREEN FORREST TYSON FOODS-RUSSEL VILLE AR	A TO A STATE OF A STAT	Green Forest Russelville		AR AR	72638 72801
Distribution Weight Center	CTL 0 ( Minimum	o 1,000   1,001 to LBS   5,000 LE	5,001 to S 10,000 LBS	10,001 to 2 20,000 LBS	0,000 LBS <u>+</u>
PS-ATLANTA 15,000				1 10	
PS-BURLINGTON 15,000	400 00			1.20	Ž.

FIG. 205

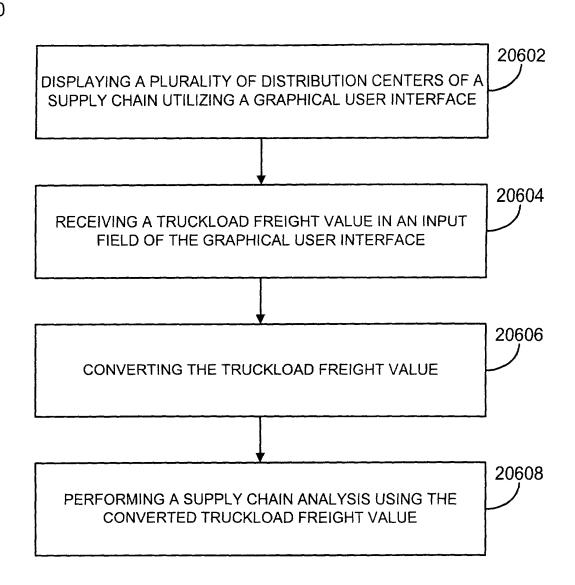


FIG. 206

	A CANADA A C	,
1	Analysis Region Force FOB	S K
Ì	MCCABE-PORTLAND/RMW-ANCHORAGE 🔘 Yes 🔘 No	
Ī	Distribution Center Name Site Role	×,
I	MCCABE QUALITY FOODS PORTLAND Corporate & FOB Point	4
	RESTAURANTS NW-ANCHORAGE Corporate & FOB Point	,

FIG. 207

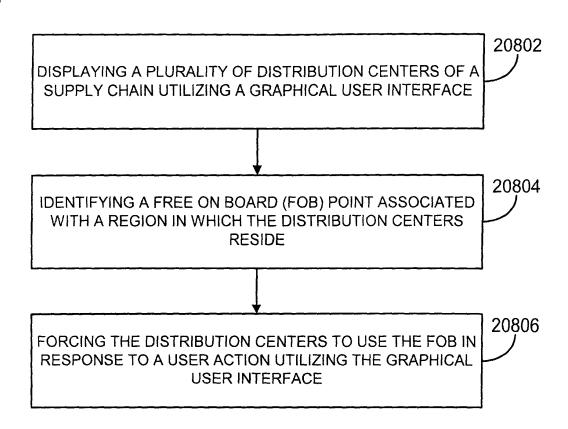


FIG. 208

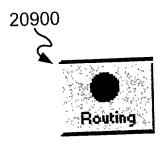


FIG. 209

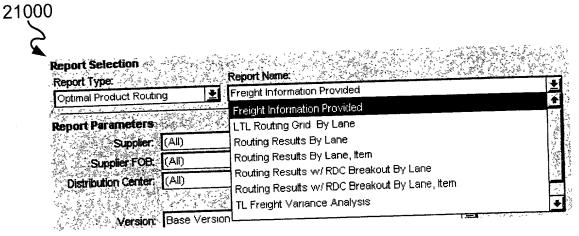


FIG. 210

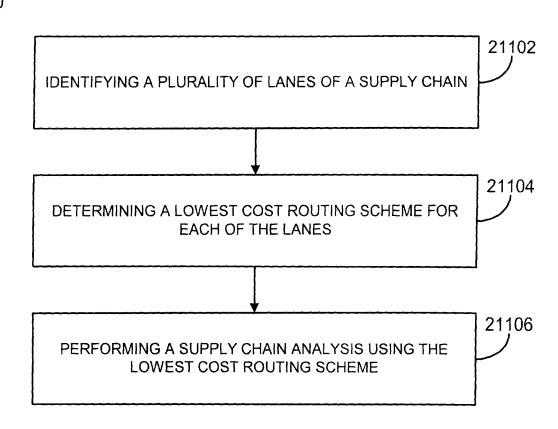


FIG. 211

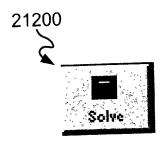


FIG. 212

Report Type:  Awarded Volume  Awarded Volume  Comparison Reports  Cost Matrix Preview	
Comparison Reports Cost Matrix Preview	
Cost Matrix Preview	
	<b>±</b>
	<u> </u>
Optimal Product Routing	
Tab Reports	
ew Capacity & Prices	

FIG. 213

Awarded Volume by Item - Detail

## Awarded Volume by Item - Detail

Awarded Volume by Item - Freight Awarded Volume by Item - Summary Competing DC Freight Analysis by Item Lane Assignment Matrix Lane Weighted Average Delivered Cost

FIG. 214

21500

## Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:

Report Name:

Comparison Reports

Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (no conversion)

Assigned Volume Percentages (with conversion)

Invoice FOB Detail Comparison (no conversion)

FIG. 217



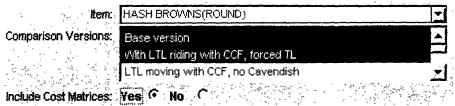


FIG. 218

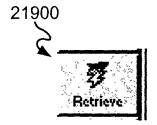


FIG. 219

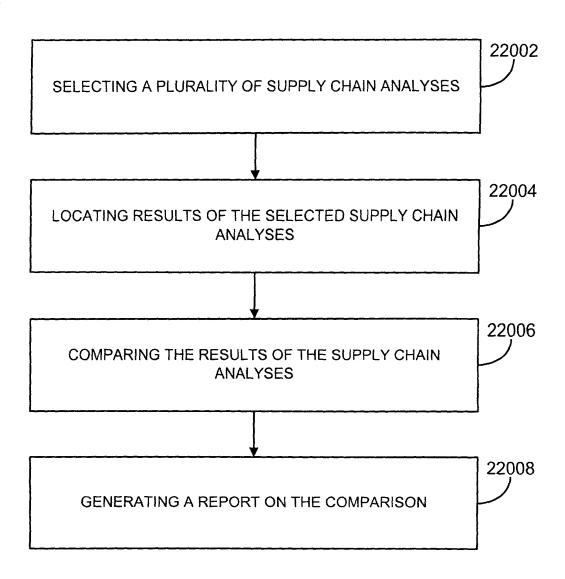


FIG. 220

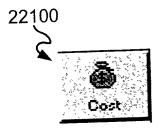


FIG. 221

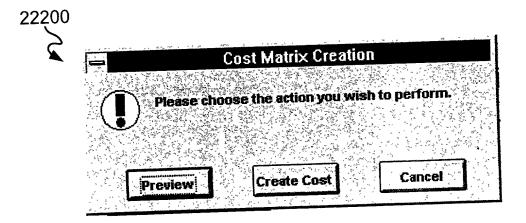


FIG. 222

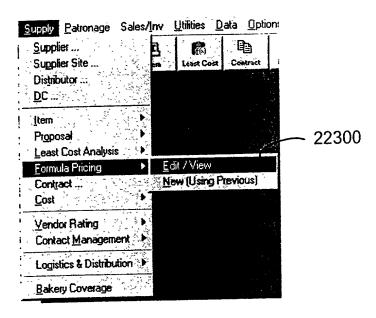


FIG. 223

Formula Pricing - BEEF - 77% - 04		• Aug (- ) - Aug (- • )	or an in the	i i i i i i i i i i i i i i i i i i i	
General Info Pricing Freight Form	ules   Blo	ek Cost   A	djustment	s (* )	
Pricing ID:	رِّ مِنْ مِنْ الْحَالِيَّةِ الْحَالِيَّةِ الْحَالِيَّةِ الْحَالِيَّةِ الْحَالِيَّةِ الْحَالِيَّةِ الْحَالِيَّةِ المالية المالية المالي				
Description	** ' ' '	·			
	BEEF - 77%	; (i)	\$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$ \$	13 %	
Raw Material Pricing Date:		From:	03/23/01	To:	04/03/01
Cost Matrix Begin Date:			·		
FOB Adjustment Amount:			•	, ,	
The second	* ,* *		<u> </u>		2
		- *		.,	

FIG. 224

, F	Pricing - B				Salt	3 20 M X	i de la	S.M. 3.			* = 200	_0
eneral info	PERMI	Freight.	Formulas	Block Co	zer i Vojn	strierits						
Bate	FRSH DOM 58% TRIM	FRSH DOM 95% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM				FRSH DOM 90% LEAN		DOM 98%	IMP AUS 90% LEAN	
8/23/98	0 8800	0 9100	0.9052	0 9300	0 9318	0 9900	0 9900	· · <b>0</b> .9950	1 0000	0 9500	0 9500	0.7960
03/24/98	0 8800	0 9100	0.9149	0 9400	0.9224	0 9800	1 0000	1.0500	1 1000	0 9400	0 9600	8.8400
03/25/98	0 3800	0 9150	0.8857	0 9100	0.9224	0 9800	1 1000	1,1500	1 2000	0 9500	0 9300	- 0.9200
03/26/98	0 6650		0 8945	0 9190		0 9855	1 2000	1.2500	1 3000	0 9600	0 9500	1.0000
03/27/98	0 8900		0.9344	0 9600		0 9855		1.0500	1 1000	0 9550	0.9800	0.8400
03/30/98	0.8800		0.9441	0 9700		0 9900	0 9995	0.9998	1 0000	0 9870	0 9650	0.7998
33/31/98	0 8860	0 9160	0.9539	0 9800	_09412	1 0000	1 1000		1 1500	0 9550	0 9870	0.9000
04/01/96	0 8706	0 9200	0.9393	0 9650		0 3800	1 2000	· · · · · · · · · · · · · · · · · · ·	1 2600	0 9630	0 9630	0.9840
04/02/98	0 8500	0 9400	0.9490	0 9750		0 9900	1 0000		1 0500	0 9540	0 9870	0.8200
04/03/98	0 8515	0 9700	0.9539	0 9800		1 0000	1 1000		1 0500	0 9580	0 9870	0.8600
	0 8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1 0950	1,1210	0 9572	0.9659	0 8760

FIG. 225

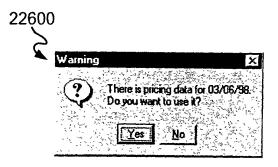


FIG. 226

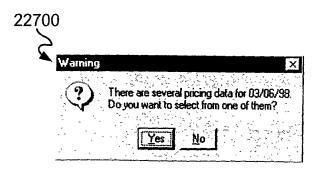


FIG. 227

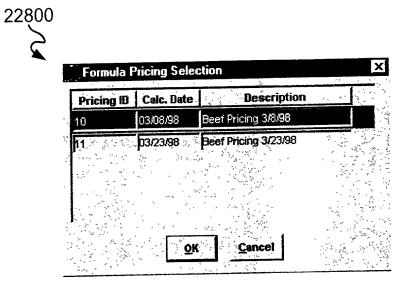


FIG. 228

AMERICAN FOOD SERVICE  DIVERSITY FOOD PROCESSING-VIRGINIA  GOOD SERVINGS PRODUCTS-NH  Material Type  Freight Amt  Fresh Domestic 50% Trim  Fresh Domestic 65% Trim  Fresh Domestic 73% Trim  Fresh Domestic 75% Trim  Presh Domestic 80% Lean  Fresh Domestic 85% Lean  Fresh Domestic 85% Lean  Fresh Domestic 90% Lean-Blue  Fresh Domestic 90% Lean-Yellow  Frozen Domestic 90% Lean  Frozen Domestic 90% Lean	Supplier F0B	Address
Material Type		King of Prussia, PA 19406
Fresh Domestic 50% Trim         0.0450           Fresh Domestic 65% Trim         0.0000           Fresh Domestic 73% Trim         0.0000           Fresh Domestic 75% Trim         0.0000           Fresh Domestic 80% Lean         0.0000           Fresh Domestic 85% Lean         0.0000           Fresh Domestic 90% Lean         0.0400           Fresh Domestic 90% Lean-Blue         0.0000           Fresh Domestic 90% Lean-Yellow         0.0000		
Fresh Domestic 65% Trim 0.0000 Fresh Domestic 73% Trim 0.0000 Fresh Domestic 75% Trim 0.0000 Fresh Domestic 80% Lean 0.0000 Fresh Domestic 85% Lean 0.0000 Fresh Domestic 90% Lean-Blue 0.0000 Fresh Domestic 90% Lean-Pellow 0.0000	Material Type	Freight Amt
Fresh Domestic 73% Trim 0.0000  Fresh Domestic 75% Trim 0.0000  Fresh Domestic 80% Lean 0.0000  Fresh Domestic 85% Lean 0.0000  Fresh Domestic 90% Lean-Blue 0.0000  Fresh Domestic 90% Lean-Pellow 0.0000	Fresh Domestic 50% Trim	
Fresh Domestic 75% Trim 0.0000  Fresh Domestic 80% Lean 0.0000  Fresh Domestic 85% Lean 0.0000  Fresh Domestic 90% Lean 0.0000  Fresh Domestic 90% Lean 0.0000  Fresh Domestic 90% Lean-Blue 0.0000  Fresh Domestic 90% Lean-Yellow 0.0000	Fresh Domestic 65% Trim	
Fresh Domestic 80% Lean 0.0000 Fresh Domestic 90% Lean 0.0000 Fresh Domestic 90% Lean 0.0000 Fresh Domestic 90% Lean-Blue 0.0000 Fresh Domestic 90% Lean-Yellow 0.0000	Fresh Domestic 73% Trim	しょく かりょうさい アプラン
Fresh Domestic 95% Lean 0.0000 Fresh Domestic 90% Lean 0.0000 Fresh Domestic 90% Lean-Blue 0.0000 Fresh Domestic 90% Lean-Yellow 0.0000	Fresh Domestic 75% Trim	- ^^***********************************
Fresh Domestic 90% Lean 0.0400 Fresh Domestic 90% Lean-Blue 0.0000 Fresh Domestic 90% Lean-Yellow 0.0000	Fresh Domestic 80% Lean	
Fresh Domestic 90% Lean-Blue 0.0000 Fresh Domestic 90% Lean-Yellow 0.0000	Fresh Domestic 85% Lean	실하는 사람들은 사람들은 한국 환경 하는 사람들이 가장 그 사람들이 살아 가장 가장이 되었다. 그 사람들이 없는 것이다.
Fresh Domestic 90% Lean-Yellow 0.0000	Fresh Domestic 90% Lean	
LIESTI DOMESTIC 30 N COMP. 1 CHESTI	f a contract of the contract o	
Frozen Domestic 90% Lean	Fresh Domestic 90% Lean-Yellow	
	Frozen Domestic 90% Lean	

FIG. 229



***************************************	View no.	n.e	TR.	FDC	5TR	FD7	TC	FD80	LC	FDE	LH ?	FD90	LC ]	MAA	U\$6	, alf	B 🚕	Total
Formula	Pet		Cost	Pet	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pet.	Cost	- 5\ <sup>2</sup> c
AFS-1			0.2871			27.75		* * * * * * * * * * * * * * * * * * * *	,,, "	박,	. A	0.1860		0.4000			0.0911	8.9848
DIV-1	014	00	0.1295	0.2000	0.1949	0.1400	0.1368		Vg = 194	, generally	" » <u> </u>				0,3139		A	8.9941
GS-1			0.3042		, - ,	\$0		1,-3,1	***/	* * ,	· (15.) - 1		0.1972	6.3600	0.3549		0.1303	8,3866
S8C-1			0.2200		, ,	V ( 1	٠.	0.2179	0 2026	0.2179	0.2153	0.2179	0.2386		3 37	0.1050		
SER-1		-	0.2926		7		-4		-gm.	, ,	, 1	0.1750	0.1951	0 3650	0.3571		0.1236	0.9684
TEX-1			0.2766		1		, , ,		. 77		: 4	0 3410	0 3802	0.2500	0.2452	***************************************	0.0896	0.9916
MH-1			0.2958		1			1	7 1			0 1750	0 1969	0.3650	0.3608	0.1350	0.1230	8.9765
MS-1			0.2977	, ,	1		,		10	44		0 4675	0.5165	0.1000	0.0986	0.1000	0.0890	. 1.0018

FIG. 230

, ,, ,
4.1
3-1-6
,
,
*

FIG. 231



Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments A	dj. FOB Price	
AFS-1	0.9840	0.9850	0.9990	0.1232	<b>0.0000</b>	1.1222	<b>完全人和,</b> 为5
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292	
GS-1	0.9866	0.9830	The second of the second	70 Sec. 75.5	0.0000	1.1324	
S&C-1	0.9721	1.0000	CD.9721∴		0.0000	1.1178	
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156	
JEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299	<b>小海环家境小</b>
Amount	1 2.5	- " Zz j."	Ādj	ustment 0	esc 💮 🧸		
0.1500	Upcharge						
		\$1985 E			\$40°8400 H	*****	
and the second second							
		4 3 3 3 4 4 4		The sale of			
				Call 12 Call 12 12	March Street Street Street	12 C 1 C 1 C 1 C 1 C 1 C 1 C 1 C 1 C 1 C	

FIG. 232

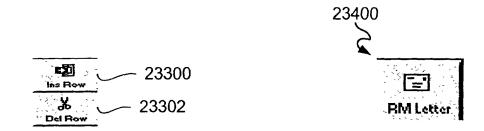


FIG. 233

FIG. 234



Formula ID Facility	Deser	iption	Short Name	<u>ئە</u>
S AMERICAN FOOD SERVICE	American Food S	ervice Formula A	AFS-1	ξ. 3
🎊 🎠 🗸 DIVERSITY FOOD PROCESSING - VIRGI	DIV Formula - 1b		DIV-1	
ुं ्रं ्रुं <b>8</b> GOOD SERVINGS PRODUCTS - NH	Good Servings Fo	rmula 1	GS-1	3
Number of Rows: 14				پ
Material Type 2.4.		Begin Date	Percentage	, À
Fresh Domestic 50% Trim		10/03/1997	31.2000%	
Fresh Domestic 73% Trim	10/01/1996	20.0000%	30	
Fresh Domestic 85% Lean	10/01/1997	5.0000%		
Fresh Domestic 90% Lean		10/01/1997	18 8000%	
				,74 '+',

FIG. 235

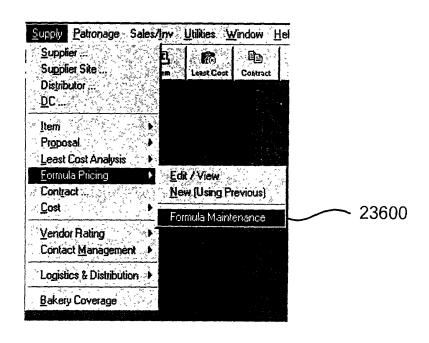


FIG. 236